

Chemist & Druggist

Benn»

JUNE 12 1976 THE NEWSWEEKLY FOR PHARMACY

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Make sure you have enough stock to meet the extra Summer demand.



Consumer safety: NPU rejects more legislation

N I pharmacy service: joint approach to Minister

More reaction to Medicines Act proposals

New PSGB Fellows

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A product of Corona Soft Drinks.



Chemist & Druggist

The newsweekly for pharmacy

12 June 1976 Vol. 205 No. 5019

117th year of publication

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Comment

Supervision

We are sure that Xrayser (p838) expresses the reaction of a majority of the profession in being "touched" by the concern of the Proprietary Association of Great Britain for the welfare of the retail pharmacist. However, further extracts from the PAGB evidence on proposals for the implementation of Part III of the Medicines Act appear on p832 this week, and some of these seem to show just how little esteem the PAGB really holds for the pharmacist's function.

To quote: "The products marketed by PAGB members which are presently sold without the supervision of a pharmacist, within pharmacies [our italics] as well as elsewhere, have, by their sale for many years, demonstrated that they are 'reasonably safe' to be sold in this way. We do not think that tinkering with the distribution system will have the slightest effect on the safety in use, or the public attitude towards medicines".

We are aware that some surveys have shown it is possible on occasion to make an irresponsible purchase in a pharmacy—but the answer to that is for the industry to encourage better supervision in the badly-run pharmacy, not to use the lapses as evidence that supervision is unnecessary.

Of course most self-medication is safe; there would be a public outcry if the excesses of the past had not been curbed by legislation and the industry itself (under the leadership of PAGB). But that does not mean that the genuine supervision exercised in most pharmacies is superfluous—and by supervision we do not mean personally ringing up the till, breathing down the assistant's neck, or opening an inquiry every time a customer asks for a packet of Aspro. It is a matter of staff training and an acute ear to spot when advice is required. Indeed, we would go so far as to suggest that in a well conducted pharmacy it is not possible for a medicine sale to be made without an element of "supervision" which cannot be found in any other outlet.

Every general practice pharmacist worthy of the name knows that once "intervention" in a sale has been established and good advice proffered, that customer will regularly seek more advice—even if it is only to confirm their own diagnosis and suitability of a favourite remedy. In other words, public attitudes towards medicines can be, and are, changed when medicines are purchased from a pharmacy.

We are also disturbed to find PAGB using price savings as a reason for not restricting pack sizes of analgesics on general sale. There is justification for larger sizes in, for example, rural areas—where for such "stock" items it should be no hardship to get to a pharmacy—but in towns the regular purchaser of 100-plus packs may well be a candidate for "advice".

There are many other details in the PAGB evidence with which we would take issue and which will no doubt be answered by pharmaceutical organisations. But PAGB itself argues that retail pharmacy has little to gain in terms of survival from general sale restrictions—perhaps the profession's views may thus be judged less motivated by self-interest than those of an industry, which, again by its own admission, has so much to lose.

Consumer support for medicines proposals

The Consumers Association have come down in favour of the Medicines Commission's proposals for implementation of Part III of the Medicines Act.

A spokesman for the Association told *C&D* this week that they tended to support the Commission's attitude in such matters as self-service, and it could still be possible for supermarkets to sell analgesic products from a booth. Although they had not yet replied to the proposals, the Association may well be writing to the Department of Health stating their support for them in general.

NI Society's arguments

Among comments made by the Pharmaceutical Society of Northern Ireland are points concerning the concession to midwives, incomplete prescriptions and emergency supply from a pharmacy. The Society argues that midwives should not require a wide range of medicines for supply so why should they be given a *carte blanche*; the medicines they could supply should be listed. On incomplete prescriptions, it is noted that the consultative documents point out how such prescriptions make difficulties for pharmacists, but do not state that the total amount of the drug, the dose and the number of daily doses should be required on a prescription as the Society feel they should. The Society is suggesting that an entry describing the nature of the emergency for an emergency supply should not be required; such an entry could be lengthy.

'Responsible' shopkeepers

Small shopkeepers seem little interested in the proposals, according to Mr T. Lynch, president, National Union of Small Shopkeepers. The union however could not understand why the "ordinary" type of cough and cold remedies could not be sold through small shops; the shopkeeper is on the premises and has a responsibility to know who to sell to—he could be made bankrupt by any prosecution. Mr Lynch raised the question of control in the house—most parents were careless, he suggested.

There had been no objection in the past when small shops had sold such remedies. Mr Lynch felt that the small shop could be used to "take the weight off" pharmacies where they were few and far between, allowing them to concentrate on prescription medicines. Self-service constituted one of the greatest dangers, as less staff were needed, so there was less supervision; Mr Lynch agreed that no chemist should be self-service because of dangers of people shoplifting medicines.

The National Food & Drink Federation has told the Department of Health that there is no evidence to suggest the sale of

analgesics from self-service outlets presents a hazard to health.

Self-service stores had been in the UK for 20 years and there had been no reports of children being poisoned by getting hold of medicines in this way, the federation's letter says. The arguments follow similar lines to those put forward by the Proprietary Association of Great Britain (last week, p796) by claiming that consumers will experience difficulties from the decreased availability of analgesics. Mr L. Reeves Smith, chief executive, told *C&D* that several of the federation's members with supermarkets have said that a self-service ban would mean they no longer sold analgesics.

Supervision not given or needed—PAGB

Most sales of proprietary medicines from pharmacies do not require or receive the active supervision of the pharmacist, claims the Proprietary Association of Great Britain in evidence to the Department of Health on proposals for implementation of Part III of the Medicines Act.

Surveys carried out by PAGB in 1971 and 1973 showed that in 76 per cent of sales of popular remedies such as analgesics, indigestion remedies, etc, the pharmacist could not be said to have "supervised" the sale, and in 92 per cent of transactions involving analgesics no advice was offered to the purchaser by either the pharmacist nor his assistant.

"These figures should not be taken to imply any criticism of pharmaceutical practice," PAGB continues. "Rather, they reflect the unequivocal acceptance by pharmacists that such sales do not need professional involvement". The association maintains that studies carried out at Guy's Hospital department of community medicine (*C&D*, March 6, p324) verified that most people who self-medicate do so in ways that general practitioners endorse. "Where a medicine is used by someone who is already familiar with its actions and uses, the vendor's advice is not required."

However, PAGB adds that the pharmacist is highly regarded in the community as a source of advice about self-medication and in the surveys mentioned was usually available for consultation when the researcher asked about the use of the product.

As mentioned previously (last week, p796), PAGB believes the average retail pharmacist will not welcome the "restrictive nature" of the General Sale List proposals as he will have to spend much more time in dealing with counter sales—estimates show that about five times as

many transactions in medicines will require supervision. "If the pharmacist's availability for consultation when really needed is to be maintained, where is the additional pharmaceutical manpower, and the profits to pay for it, to come from?"

"No evidence has been put forward by the DHSS which would indicate that under present legislation the sale of medicines without the supervision of a pharmacist presents a public hazard. If the pharmacist is merely to be a passive observer of each sale of a medicine made by his assistant, where is the additional element of safety?"

While PAGB is concerned about the pharmacy closure rate, it does not believe restricting the sale of medicines to pharmacies will help, as proprietary medicines sales form a small part (about 10 per cent) of total pharmacy turnover.

The PAGB suggests that the Pharmaceutical Society should not be given the sale enforcement authority in respect of the General Sale List: "The role of the Pharmaceutical Society in representing the interests of a profession whose members are trading in competition with other retailers must disqualify this organisation from having an enforcement role in respect of these other traders".

The proposed self-service ban on analgesics would result in a marked reduction in the numbers of shops selling medicines, with severe economic damage to the industry, consequently unable to attract the investment capital necessary for introducing new labelling, child-resistant containers, etc. On self-selection regulations, PAGB points out that people differ widely in their height and reach and suggests the regulations should not be so worded that a retailer must provide physical barriers to access to prevent the public walking behind a counter without permission. Finally, PAGB pleads for more time for implementation of the proposals, regarding the suggested date of September 1 as unrealistic. [See also letters p855].



Mr C. M. Watson, a Unichem member, won the Unichem Trophy at the recent Leeds Chemists Golf Society tournament, and was presented with his prize by Mr C. Griffiths, a member of Unichem's North Regional Committee. The picture shows (left to right) Mr M. I. Bligh, Golf Society captain; Mr E. Dobson, secretary; Mr Watson; Mr Griffiths; and Mr J. Talbot, manager of Unichem, Leeds.

Fifteen new Fellows

Fifteen pharmacists have been designated new Fellows of the Pharmaceutical Society of Great Britain. They are:

Distinction in the profession of pharmacy
John Clement Bolton, London
Edwin Neville Browne, Exeter
Frederick Horace Burton, East Molesey
David Whitehead Carrington, Norwich
Kenneth Carter, California, USA
Walter John Curtis, Arlesford
Thomas Harris Davies, Gloucester
Ronald Ellwood Frizzell, Basildon
Peter Frederick Nelson, Glasgow
John Robert Peattie, Kingston upon Thames
Margaret Jean Rothwell, Bolton
James Irvine Thomson, Edinburgh
William Edwin Walton, South Croydon
James Welsby, Verwood
Distinction in the profession of pharmacy
Samuel Henry Deakin, Cowes, IOW.

President re-elected

Mr J. P. Bannerman was elected to serve a second term as president of the Pharmaceutical Society at this week's meeting of Council. The other officers: vice-president Mrs Estelle Leigh, and treasurer, Mr A. Howells, were also re-elected.

'No grounds for concern' on toilet preparations safety

Although there have so far been "no grounds for substantial concern" about the safety of cosmetics and toilet preparations marketed in Britain, Government intervention is inevitable when the EEC Directive on such products is adopted, Mr John Fraser, Minister of State for Prices and Consumer Protection, said last week.

Speaking at the annual lunch of the Toilet Preparations Federation, Mr Fraser stated: "It would perhaps be easy to assume that, in the absence of evidence of any significant problems, and bearing in mind the safety consciousness of reputable manufacturers in this country, everything is absolutely as it should be and there is no need for Government intervention in any shape or form. Whether or not this is so, Government intervention will be inevitable when the draft EEC Directive on cosmetics and toilet preparations is adopted—possibly in the near future."

Once the Directive has been adopted, the UK will be under an obligation to implement it with a period of 18 months; the consequent regulations would "almost certainly" follow the wording of one of the Articles in the Directive by requiring all cosmetic products placed on the market not to be harmful to health in normal use. "I feel sure however, that such a provision will not trouble reputable manufacturers in this country," he added.



Princess Anne with two models from Helena Rubinstein's 'white fashion fantasia'. Lucinda Prior-Palmer, European equestrian three-day event champion, and actress Brenda Arnau, wearing a dress later auctioned for £260

Princess Anne and Helena Rubinstein at the Tower

Helena Rubinstein launched the "symphony" look for summer with a Champagne reception and fashion show at the Tower of London in the presence of HRH Princess Anne on Tuesday. A "cool elegant and sparkling look", the make-up was matched by white gowns specially-designed for the occasion.

An audience of over 800 each paid £7 in aid of the Save the Children Fund, of which the Princess is president, and about £10,000 was raised by the event.

David Jacobs compered a fashion show of models wearing the symphony look and

celebrity models giving their services included Pauline Stone and Shakira Caine, wife of Michael. One outfit was presented by each of a dozen British and a dozen American top designers.

The Helena Rubinstein Foundation, which the company's creator began, has as its main emphasis the provision of scholarships and medical aid to women and children. Lord Gore-Booth, chairman of the Save the Children Fund, thanked the Foundation for covering the expenses of the evening. About £10,000 is spent by the Fund every day.

Don't ignore the small outlet, manufacturers warned

"Expenditure on health items outside the health service will continue to grow, encouraged by the squeeze on the National Health Service" estimates Mr James Morrell, director of the Henley Centre for Economic Forecasting.

Mr Morrell, also editor of *Management Today*, was leading a one-day seminar at the London Hilton, on June 2. The Centre, a non-profit making organisation, launched its quarterly *Planning Consumer Markets* at the meeting. Their objective is to aid decision making in business and at government level, and the publication forecasts economic and social change which forms the background to market planning.

The sale of children's products is decreasing, even now, they say, due to smaller families, and the trend will continue for at least the next five years. Long-run estimations for population structure are fewer children and middle-aged, and the end of a rise in the number of elderly.

One delegate stressed the importance of small outlets, for people seeking social contact through "the shop on the corner", and Mr Morrell warned manufacturers, "Ignore the small outlet at your peril". But the trend towards concentration in the retail trade he believes will continue,

with retail sales growing more slowly than consumers' total expenditure.

The number of foreign visitors should be up by nearly a half on 1970 by the end of the decade, and tourist expenditure will be increasing faster than consumer expenditure as a whole. Mr Morrell suggested shops would profit by stocking-up to meet seasonal influxes, which were no longer intensively concentrated on London.

Chemists' April sales fall

Retail sales by chemists and photographic goods dealers generally dropped by two per cent in April compared to the same month last year, according to figures from the Department of Industry. The drop in sales for independent retailers was greater at 14 per cent, bringing their new index to 145, that for all chemists being 173.

A drop in sales was also experienced by some other retailers but there was an overall increase for all business of six per cent to a new index of 187 (all independents were also up 6 per cent, with an index of 171). Figures for multiple and Co-operative society chemists are not given, and NHS receipts are excluded from the calculation.

'Safety' laws: NPU prefers 'education'

The National Pharmaceutical Union has written to the Department of Prices and Consumer Protection suggesting that proposals for legislation on consumer safety would not cure the problem. Instead, the NPU suggests that there should be a public education programme, perhaps with pharmacists taking part.

The proposals for legislation—including a new law to force retailers to notify hazards in goods—were in a consultative document published by the Department in February (C&D, February 21, p234). The NPU comments that until there is more evidence available to link home accidents with dangerous or faulty goods, it would be wrong to assume that such goods are a major cause of accidents. "It would therefore be unnecessarily wasteful of time and resources to seek wide-ranging statutory powers to deal with a problem which may well be non-existent or so small that it can be regarded, for all practical purposes, as insignificant.

"The Chemists' Defence Association Ltd insures all NPU members against, among other things, product liability. It is quite impossible to estimate how many thousands of millions of retail transactions take place in our members' pharmacies during a year. But it must surely be significant that in the whole of 1975 we dealt with only two claims for personal injuries resulting from allegedly faulty products.

"One of these claims was for compensation for a skin rash which was said to have been caused by a hair dye. This claim was subsequently withdrawn in the light of medical evidence which showed that the dye could not have caused the rash complained of. (All hair dyes are sold with instructions for carrying out skin sensitivity tests to detect any allergy before the preparation is used on the hair.)

"The other claim was from a customer who was sold a paper carrier bag the handles of which broke. A glass jar in the bag shattered and the customer cut her hand on a jagged edge. We settled the matter by a small ex gratia payment. There was no evidence that the bag had been faulty; the customer had probably over-loaded it.

Accidents from ignorance

"We are also very conscious of the wide range of products sold by pharmacists: cosmetics, toiletries, household products, drugs and medicines, surgical goods, electrical apparatus, hot water bottles, etc. In our view (expressed, admittedly, in the absence of any hard factual evidence) the majority of accidents in which consumer products are involved are caused by misuse or consumer ignorance rather than by

faults in the products themselves. We consider that the money and expertise which it is intended to devote to new legislation and its enforcement would be better spent on publicity and consumer education.

Without prejudice to the general point, the following comments are made:

Labelling

"We agree that there are products of which the labels could be more informative. Cosmetics are perhaps the best example from our members' point of view, but we understand that EEC regulation will soon make the ingredient labelling of cosmetics compulsory and we know of no other large class of products where better labelling would increase consumer safety. First aid instructions could be now made compulsory on, for example, domestic bleach under Section 1 of the Consumer Protection Act 1961 and we cannot therefore see any need for additional statutory powers to make more labelling compulsory.

Minimum age for purchase

"Our concern here is with the difficulty (admitted in paragraph 67 of the document) that retailers have in determining the age of adolescents. Our members have, from time to time, experienced this problem and been prosecuted under the Licensing Acts. We regard it as essential that any new legislation should include an element of subjectivity by, for example, prohibiting sale to persons *apparently* below a certain age.

Criminal offence

"It is admitted several times in the document that the vast majority of manufacturers and retailers are highly responsible and, if for no other reason than to safeguard their reputations, would not knowingly sell unsafe goods. We would go further and say that the vast majority go to considerable lengths to ensure that their merchandise is not only safe but is of high quality in every other respect. This can surely be inferred from the first sentence of paragraph 85: 'There is no evidence that the marketing of dangerous goods presents a serious problem . . .'

"It follows that those traders who deal in unsafe products are irresponsible, very few in number and are unlikely to be deterred by the threat of criminal sanctions. We do not therefore agree that the supply of unsafe goods is a matter sufficiently serious or widespread to justify any extension of the criminal law, nor do we believe that the problem (small as it is) can be cured by such an extension.

Recall of unsafe goods

"We agree that the public should be warned about unsafe goods but we know of no occasion where the person responsible for putting such goods on the market (manufacturer or importer) has failed to take reasonable steps to publicise the hazard and advise consumers to return the offending item to a dealer. Accordingly there seems to us to be little or no evidence that legislation is needed to protect the public. But if statutory power is sought to compel the recall of goods in certain circumstances, we hope that the power will only be exercisable against the person primarily responsible (the manufacturer or importer). We think it would be most unfair to expect a retailer who unwittingly

sells an unsafe product in large quantities to accept the responsibility and cost involved in tracing all his customers.

"Incidentally, we foresee considerable drafting problems in defining the extent of a power to compel recall of unsafe goods. The lengths to which a manufacturer must go to trace every dangerous item sold will depend on the numbers involved, the period during which they have been available, whether each item is identifiable (eg by serial number), the complexity of the distribution chain, the extent of co-operation from the news media, the degree of danger, and so on. As we see it, the authorities could hardly be empowered to do more than require a manufacturer to take 'reasonable steps' to effect a complete recall. Reasonableness is in the eye of the beholder—and that leads to uncertainty.

Home safety publicity and education

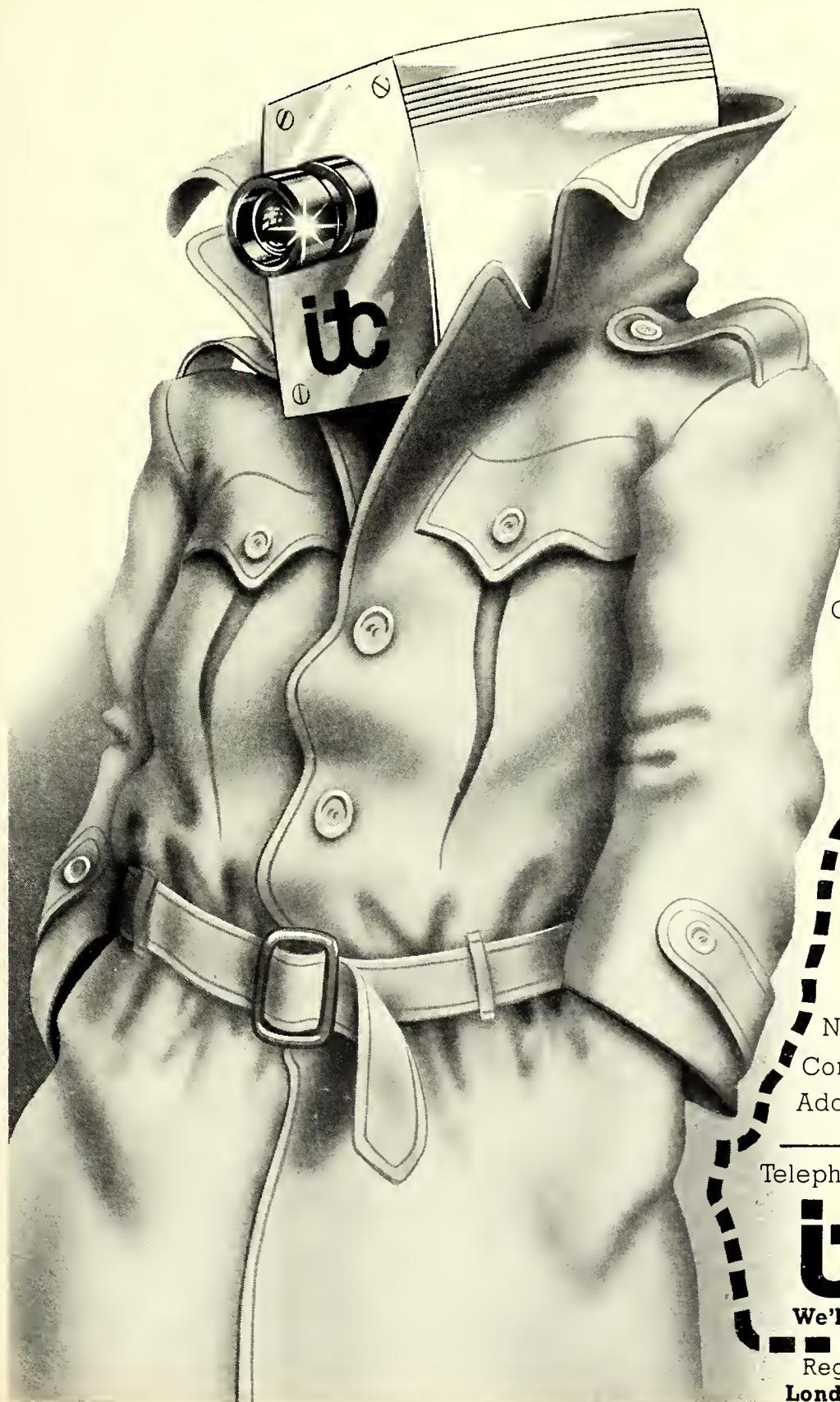
"We think that this is the most important part of the document and should have been placed immediately after the introduction. We are convinced that far more lives will be saved, per pound of taxpayers' money spent, by increasing and improving publicity and public education than by passing punitive legislation or increasing the powers of the relevant authorities. The public must be made more aware of the very real dangers which abound in every household; there is a need for a major, large-scale publicity campaign involving central government departments, local authorities, manufacturers, distributors, voluntary bodies and media editors to create a sense of safety-consciousness and overcome the prevalent 'it cannot happen to me' attitude.

"Pharmacists are especially well-equipped to participate in a safety education programme and, indeed, are continually being asked to display posters, hand out warning cards and give verbal instructions to patients about the safe use of products, especially medicines. Pharmacists are also accustomed to taking part in the recall of medicines on the infrequent occasions when this is necessary, and pharmacies have been used in many parts of the country as receiving points in campaigns for the collection and disposal of old unwanted medicines. We would certainly not wish pharmacists to be over-burdened in this way, but we hope they will not be overlooked as a means of communicating with the public on matters of home safety in general and health education (including the safe use of medicines) in particular."

The letter, signed by Mr J. Wright, secretary, concludes:

"We hope the views will be taken into consideration by the Department in deciding what, if any, action to take along the lines suggested in the consultative document . . . May we say that our members and the public generally are suffering from a surfeit of legislation, much of which may well prove ineffective simply because those at whom it is aimed have neither the inclination nor the time to become familiar with it. There are many problems that cannot be solved by passing yet another Act of Parliament or that can be better dealt with in some other way. We believe, in the absence of evidence to the contrary, that the improvement of consumer safety is a matter for persuasion rather than compulsion."

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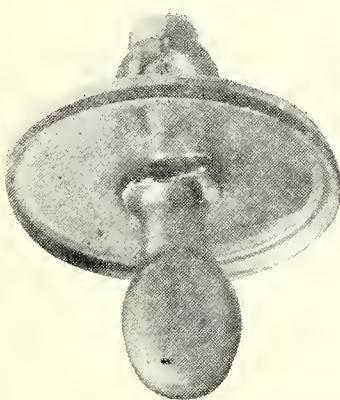
He'll tell you why these soothers conform to the new British Standard.

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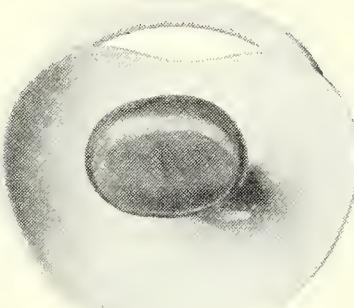
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Australia to lower tariffs on drugs?

An official Australian report has proposed the phasing down of import duties on a number of pharmaceutical and veterinary preparations in the next few years.

The draft report of the Australian Industries Assistance Commission, published last month, states that the Commission considers there should be no significant effect resulting from implementation of the recommendations, because it had found that generally no assistance was required to protect the industry against import substitution. However, in the case of bulk antibiotic production, two producers would be affected by the recommended elimination of the existing high rates of duty; should the Government decide that a local antibiotic industry was desirable for other than economic reasons, the Commission considers that only one manufacturer—CSL, which is owned by the Government—should be assisted to continue production.

A wide range of products—including vitamins, hormones, alkaloids, glucosides, antisera, and diagnostic reagents as well as antibiotics, and which account for sales of more than \$A800m a year—are affected by the proposals which were made in response to a reference made to the Commission by the then Prime Minister, Mr Gough Whitlam, in June, 1974. Points made during the inquiry include:

- Over 90 per cent of all prescriptions dispensed by Australian pharmacists attract Commonwealth Government subsidy under the Pharmaceutical Benefits Scheme; in 1973-74 the total cost of the PBS—including \$A59m patients' contributions—was \$A277.3m.
- The prices at which items are marketed in Britain are considered by the Australian Department of Health to be the most reliable guide in assessing Australian prices.

France cuts drug price

A substantial cut in reimbursement price paid for ampicillin is being made by French health authorities. The bulk price is understood to have been reduced from Fr 1,250 to Fr 672—the first time that the authorities have sought to control the prices of finished preparations by regulating the cost of the bulk drug.

Drug information problems: more suggestions

Despite "helpful pharmacists" and medical librarians, it often takes time to gather information on drugs and a lot is missed, writes Dr T. P. Ormerod, Cheltenham, in *The Lancet* last week.

He suggests that a useful aid would be

A pharmacy assistant at Lancastria Co-op, Arndale Centre, Morecambe, receives a cassette recorder from Mr J. A. Galloway (chief officer, Lancastria district Co-operative Society). Two other assistants in the pharmacy also won prizes, in a staff competition sponsored jointly by Pharmaton and Vestric Ltd



a loose-leaf booklet with one drug per page giving details of actions, contraindications, cheaper alternatives, side effects, etc, updated monthly by replacing the whole page when necessary. He questions whether the costs involved in employing a physician with special interest in pharmacology (PCP) in every district general hospital (*C&D*, May 22, p730) is justified in times of financial stringency and suggests that more efforts should be made to ensure each doctor is his own PCP.

Pharmacist proposed CHC 'drug substitution' scheme

The pharmacist drug substitution scheme sent to the Department of Health by the South Birmingham Community Health Council (last week, p796) was originally proposed by a local pharmacist.

Mr F. Reynolds suggested a scheme based on the "Par cost" system devised for Ontario, Canada, in which drugs acceptable for substitution on prescriptions are listed on a register, the cheapest generic equivalent then being supplied by the retail pharmacist. The Council took up the suggestion and sent details of the

scheme to local members of parliament and Mrs Barbara Castle; Mrs Castle expressed interest and said she would approach her successor as Secretary of State for Social Services, Mr David Ennals.

Woolworth's new cosmetics

E. W. Woolworth & Co Ltd are to introduce a new range of cosmetics under the brand name Tu on September 7. Described as medium price (competitive with Max Factor, Yardley etc) the range includes lipsticks, foundation, face powders, eye makeup, blushers and skin care preparations such as cleanser, freshener, moisturiser and night cream. The cosmetics will be on sale in all branches.

Pollen count starts

A "light to moderate" grass pollen season is forecast for June-July by the Asthma Research Council. On Monday, the ARC started its pollen bulletins for hay fever sufferers in London and the Home Counties. Daily pollen counts for these areas are being issued after the weather forecast obtained by dialling 01-246 8091.

Westminster Report Consultations total 463

Asked for a list of organisations consulted over the proposals to implement Part III of the Medicines Act, Dr Owen listed some five consumer organisations, 10 local government bodies, 18 medical, dental and nursing organisations, 16 trade associations, seven pharmaceutical and chemical organisations, 11 wholesale and retail organisations, and 46 other interested bodies. He added that 350 companies and individuals had also been consulted and the consultative documents were made available to nine advisory bodies.

Prices for small packs

Mr Dudley Smith MP this week asked what estimate the Secretary of State for Social Services had of the effect on retail prices as a result of the proposal to limit the pack size of products containing aspirin and paracetamol to 25 tablets. Dr David Owen, Minister of State for Health, explained that such products were currently available in packs of 25 or less and the General Sale List proposal would not

justify any change in their prices. Larger packs will continue to be available over-the-counter in retail pharmacies, he added.

Mr Michael Grylls MP asked for a list of the current recommended price per tablet of certain analgesics in the pack sizes nearest to 100 and to 25 tablets. Dr Owen gave the following figures: Anadin 100s 0.6p per tablet, 20s 1.1p; Phenac 100s 0.3p, 20s 1.15; Aspro 120s 0.58p, 24s 0.88p; Disprin 96s 0.65p, 24s 1.02p.

Dual charge to continue

The Department of Health have no present proposals to alter the basis of the NHS Charges for Drugs and Appliances Regulations which provide that a charge should be made in respect of each quantity of drug supplied. That was stated by Dr Owen in reply to a Commons question from Mr Michael Ward who asked whether he would authorise the levying of only one charge for Migraleve combination packs. Dr Owen added that the Government was however committed to phasing-out prescription charges "when resources permit"; in the meantime pre-payment certificates are available.

News in brief

□ Contributions to the WHO voluntary fund for health promotion more than doubled in 1975 compared with the previous year. The amount was \$32,365,549 (\$15,823,955 in 1974).

□ Updated tables giving the nutrient content of babymilks have been published to amend the Department of Health's "Report on Health & Social Subjects No 9—Present day practice in infant feeding" (HM Stationery Office).

□ During the May committee meeting of the British Society for the History of Pharmacy the following officers were elected:—Mrs J. Burnby, president; Miss D. A. Hutton, vice-president and secretary; Mr J. C. Bloomfield, treasurer.

□ The first hypermarket in Northern Ireland is to be opened by Woolco at the Ards Shopping Centre, Newtownards, co Down, on June 15. The 78,000 sq ft unit is an experiment for the company, and, if successful, other hypermarkets may be opened in other parts of the UK.

□ The British Vacuum Council, 47 Belgrave Square, London SW1X 8QX, is offering a prize of £100 for a paper based on a postgraduate research thesis in vacuum or a related topic in which vacuum science and/or engineering is of major importance. The research in question must be carried out in a laboratory in the United Kingdom.

□ A new British Standard BS 5295 gives guidance on how to set up and operate clean rooms. Part 1 (£4) specifies maximum levels of airborne particles in various classes of clean environments, part 2 (£1.50) is a guide to the installation of clean rooms and part 3 (£1.50) explains how they should be maintained. Available from 101 Pentonville Road, London N1.

Deaths

Carr: Suddenly, Mr Derek J. Carr, aged 61, of Abbott Laboratories Ltd, Queenborough, Kent. Mr Carr joined Abbott in 1948 and was one of a small group of people responsible for the re-development of the company in the immediate post-war years. After an initial period in the field as a representative, he founded Abbott's first technical sales training department. In 1965 he transferred to the medical division, where he occupied Abbott's first post as technical services manager. There he dealt with technical inquiries from the medical profession and others, but was also responsible for searches and screening of medical literature, as well as the compilation of much of the bibliography associated with the company's products.

Mattock: Recently, while on holiday at the Isle of Wight, Mr A. F. Mattock, MPS, 234 Fosse Road North, Leicester. Qualifying in 1933, he was a past-president of the Leicestershire Branch of the Pharmaceutical Society and had also been for many years a member of Leicester Pharmaceutical Service Committee.

Topical reflections

BY XRAYSER

Ubique

A famous British regiment bore on its scroll one word only—ubique. If that motto is no longer in use officially, I suggest that it be offered to, or acquired by, the Proprietary Association of Great Britain. Nothing makes that more apparent than the evidence submitted to the Department of Health (p789) and the concern and solicitude of the PAGB for the pharmacist is touching in the extreme. It believes the average retail pharmacist will not welcome proposals to restrict the availability of what it describes as "home medicines" as he will be required to supervise many more sales than at present and be faced with heavy expenditure on shopfittings to remove products from open display. Such concern reveals disinterestedness in its purest form.

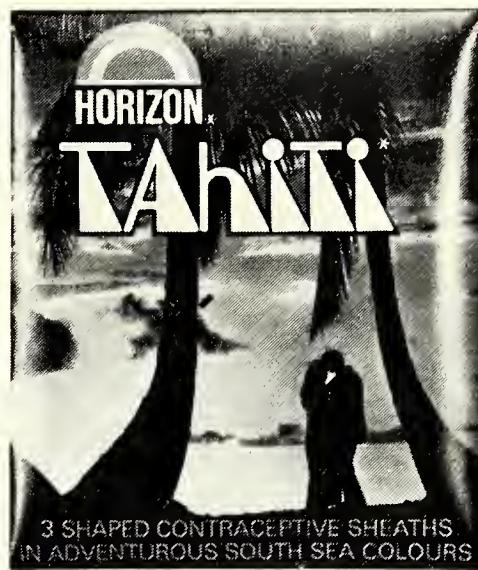
There is also a reference to the sale of analgesics and to child-resistant containers, and an admonition that the Minister should bear in mind the potential effects upon the ability of grocers to continue to stock analgesics and other medicines. It would be inappropriate, the PAGB comments, to apply a self-selection ban on products in child-resistant packaging. Why should it be? I can understand display and self-selection in, say, shirts and ties (though I still have a preference to have them shown to me), but the open and accessible display of medicines can only be for the purpose of inducing the public to make a purchase on the same impulse as motivates the buying of any ordinary article of commerce.

There are four groups concerned in this argument—the public, the pharmacist, the grocer and the PAGB. Everything seems to point, in a weak case, to the PAGB being the principal beneficiary, despite its protests. Your comment on the matter is undeniable. Commercial and other interests have had their way, as anyone with some years of experience could have predicted. The Parliamentary "lobby" has immense power. The almost complete failure to put medicines into a different category suggests that the public might achieve greater protection from themselves and from the industry if a greater measure of control were to be put on advertising. Its total abolition would be the most effective step, but any campaign in that direction would provide unlimited resistance from the same quarter as has shown such vigour in presenting its case.

Rethinking

It is obvious, from the comments of the National Pharmaceutical Union, that that body feels frustrated. Its arguments have had little effect, but that may be because the voice of the NPU is a muted whisper when compared with that of the PAGB. On the other hand, I cannot help feeling that the comments of the NPU in the matter of prescription-only medicines were inappropriate. It seems to me that that particular section was professional, and any pronouncement on the inclusion of phenobarbitone in a special list was a matter for the Pharmaceutical Society which is, after all, my professional organisation.

There are other aspects—emergency supply of medicines, prescriptions which are incomplete, and warnings on wart preparations—which I should have imagined were matters for the Society. There is also, in the evidence presented by the NPU to the Department of Health, the opinion that it is unnecessary to mark veterinary prescriptions "for animal treatment only" since "we cannot visualise any situation where the person to whom a medicine is delivered does not know whether it is to be used to treat an animal". That may be so, at the time of the delivery of the medicine. But, as recent campaigns have disclosed, medicines of all kinds have a habit of being hoarded, and I can see no harm in having a clear indication that a particular medicine is for use on animals.



A real change is better than the rest.

Proved in the North. Horizon, the new generation of contraceptive sheaths, now goes national.

Horizon contraceptive sheaths have been selling in the North of England and Scotland since last September.

And selling well. With a 21% market share in outlets stocking—after only six months.

It's not surprising. Because Horizon sheaths, from the Akwell division of Searle, the world's most experienced family planning experts, are designed for today. A totally new generation of sheaths which is fast making Britain's most popular method of family planning even more popular. (51% market growth in the North.)

Horizon sheaths. Advanced new Conture. Colourful Tahiti. And unique Stimula, lightly ribbed to give both partners more satisfaction.

Now Horizon sheaths go national. With £1/4 million national press advertising

to make sure of success. And a minimum 50% profit on return for you.

Horizon. Your customers will soon tell you that a real change is better than the rest.

To: Nicholas Hall, Director of Marketing, Akwell, a division of G. D. Searle, FREEPOST, High Wycombe, Bucks. HP12 3BR.

Please rush me full details of the new profit-makers in family planning.

Name _____

Company _____

Address _____



new generation sheaths from the world's most experienced family planning experts.

Conture[®], Tahiti[®], Stimula[®] and Horizon are trade marks of Akwell, a division of G. D. Searle & Co., Ltd.

This month's marauding, plugging, plus running a



Remember the Supersoft commercial we ran earlier this year?

With those marauding Vikings and that delightful young lady who welcomed them with open arms.

It did a two-month stint nationally on TV and in cinemas where 'Jaws' was showing. And it helped to get our new range of shampoos nicely off the ground.

So much so, that we've decided to go on the rampage with it again this month.

This time, we're putting even more money behind it

th, we'll be hdering and mok again.

and concentrating our assault entirely on TV.

So, you'll be seeing a good deal more of the aforementioned young lady and her Viking hero.

In fact, by our calculations, over 16 million women are scheduled to see our commercial at least 4 times over the next few weeks.

After which, we hope you'll be ready to face an invasion or two yourself.

From hordes of eager customers.

New Supersoft Shampoos.



New products

Haircare

Pifco range updated

Existing Pifco hairdryers have been replaced by improved models, introduced at HEDA—the super go-girl (£5.85), super go-girl trio (£7.40) and mens' model, the ranger 2 (£5.85). High-powered motors with increased torque and a new fan unit provide greater air throughput and, combined with a higher loading (350watt) heating element, dry hair faster. New models weigh only 10½oz and each has a snap-on blow-wave funnel attachment and presentation packaging.

Cosmetics and toiletries

Cossack brand range extended

Perspiration control, under the Cossack name, is initially being launched in a 130g aerosol can (£0.62) and shrink wrapped. Reckitt are linking promotion through chemists to their hair product, and offer 40p off 12 standard hair dressing aerosols and 60p off 12 of their new product.

Backing the launch will be colour full-page advertisements in July, August and September issues of *Penthouse*, *Readers' Digest*, *Motor*, *Playboy*, *Motor Sport*, *Hot Car*, *Do It Yourself*, *Practical Motorist*, *Tit Bits*, *Film Review* and *Football*. The Press campaign is planned to reach 61 per cent of the male target group an average of four times and Reckitt believe advertising will benefit both products under the brand name (Reckitt Products, Reckitt House, Stoneferry Road, Hull HU8 7DS).

"Babe" launches Babe

Fabergé's million dollar contract has brought "babe", Margaux Hemingway, to England to launch their fragrance, Babe, "a total statement for today". Babe is available for UK sale from September as Cologne (59cc, £2.75; 118cc, £4.25), spray Cologne (59cc, £2.95; 118cc, £4.45), bath powder (227g, £3.45) and perfume for the handbag, in a florentined golden case (7cc, £5.50).

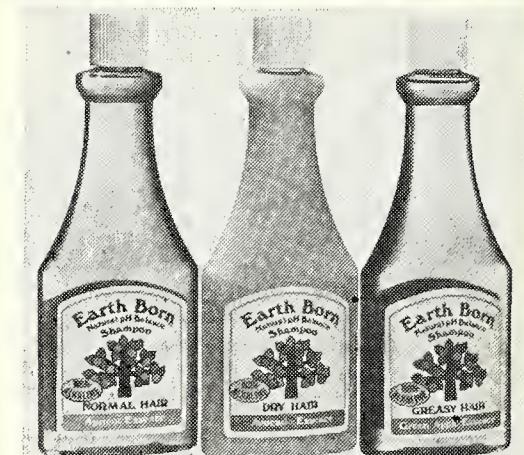
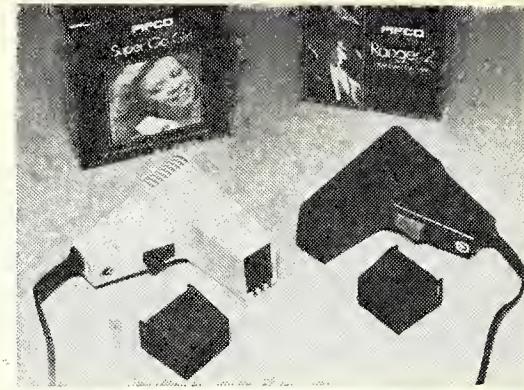
Chunky art deco glass bottles and a circular drum of powder are boxed in peach, apricot and honey shades. Babe fragrance is a blend of jasmine, hyacinth, ylang ylang blossoms, and lily of the valley, spiced with citrus, coriander, oak moss, sandalwood and celery seeds.

It is described as "young, alive, adventurous, enchanting", and Margaux, granddaughter of writer Ernest Hemingway, and married to millionaire hamburger chain owner, Errol Wetson, has been promoting this image in her native United States.

There, she has completed Fabergé commercials for Babe, and her film, "Lipstick", is on release. It will probably be shown here shortly, and her producer, Freddie Fields, says "There hasn't been such an exciting, beautiful actress in many, many years—Margaux carries her own set of lights".

"Babe" was on show with Fabergé ranges this week at the Royal Lancaster Hotel, London, the first of the UK trade shows which will continue as follows: Albany Hotel, Glasgow, June 16-17, Hotel Majestic, Harrogate, June 23-24, Midland Hotel, Birmingham, July 6-8, Portland Hotel, Manchester, July 13-15, and Dragonara Hotel, Bristol, July 21-22.

From mid-June Fabergé are offering Brut 33 in a travel set. Splash-on lotion (100cc), two bars of hard milled soap, talc (125g) and deodorant (198g) are zipped in a green linen-look travel bag, trimmed and lined in black, and a green face cloth is included (£4.75). At the same time an Organics trial pack (£0.95) is offering 55cc sizes of shampoo, conditioner, and hand and body lotion (Fabergé Inc, Ridgeway, Iver, Bucks).



'Natural' shampoo from Gillette

Gillette are entering the UK shampoo market with Earth Born, a non-alkaline formulation. Available in two sizes (115 cc, £0.39; 189 cc, £0.55) in clear PVC bottles, the product has three variants: apricot essence (coloured deep clear apricot red) for normal hair, avocado (pale creamy green) for dry and green apple (clear bright green) for greasy hair. The formulation has a pH of 4.5 to reflect that of normal hair, and it is claimed that



SH:TA116

Histryl
'SPANSULE' CAPSULES

**day and night
protection
from hay fever
symptoms**

In a unique sustained-release 'Spansule' Capsule for long action.

Side effects are infrequent and minor.

one night and morning

When asked to recommend a preparation for relief of hay fever...
RECOMMEND HISTRYL—WITH CONFIDENCE



it can bring back alkaline hair to normal acidity, leaving it naturally shiny and manageable.

Earth Born was first introduced in the USA in 1973, and now claims to be the number two brand there. Fruit fragrances are the latest trend in the USA, say Gillette, and they expect the preference to catch on in the UK.

Gillette plan to break into the estimated £34m bottle shampoo market—the product will not be available in sachet form—by launching Earth Born initially into the Granada television area, backed up with an extensive television and consumer promotion campaign. The television campaign breaks in August and the 30 second spots—which are planned to run into next year—will feature an indicator paper test illustrating the low pH as well as the effect it has on the hair. In addition, nearly 1½m leaflets will be distributed incorporating a 5p-off coupon, and a consumer sweepstake which necessitates the recipient visiting the stockist. Special purchase and back-up order offers have been devised for stockists, and the range of point of sale material includes counter merchandisers, dump bins, show cards, shelf strips and sales builders (Gillette Industries Ltd, Great West Road, Isleworth, Middlesex).

Conditioning lipsticks

Helena Rubinstein have introduced a collection of lipsticks (£0.95) in three different texture groups, that offer a moisturising shield against the elements and contain a sun screen.

Seven cream care colours are said to be "bright and clear but subtle" and offer a smooth, creamy finish, while 13 coral

Habanita and Rafale fragrances from Parfums Molinard



and pink frost care colours have been specially formulated to counteract the drying effects normally associated with frosted lipsticks. Sheer care, they claim, is a "completely new concept in lip colour", and their six shades create a smooth sheen of semi-transparent gloss and last longer than most soft glossy lipsticks (Helena Rubinstein Ltd, Central Avenue, East Molesley, Surrey KT8 0RB).

Two henna-based shampoos

Two formulations of henna-based shampoos (380cc, £0.80) are being introduced by Henna Products. They claim gloss treatment shampoo for natural redheads and those who have used henna or other red-toned tints will help retain and enrich colour because it tones and conditions the hair.

Anti-grease treatment shampoo is said to lessen the frequency of shampooing necessary because it "feeds, conditions and tones" and its ingredients include pure, natural, grease-dispersing additives"

(Henna Products Ltd, 5 Singer Street, London EC2).

French fragrances for UK

Parfums Molinard are introducing Habanita and Rafale fragrances into the UK. One of the few firms preparing their own essential oils and selling products under their own name, they have been established in Grasse, France, since 1849.

Habanita, created in 1924, has a background of vertiver and vanilla, and is described as "ideal for the night—sensuous and clinging". Perfume and eau de toilette will be available in glass bottles or gilt atomisers (£6.50-£11.50) and 2oz and 4oz diamond cut perfume bottles are replicas of crystal containers designed by Baccarat in 1930, exclusively for Habanita. Rafale fragrance is "light and fresh and green, yet has a spicy background". Top notes of narcissus and hyacinth have been blended with jasmin and rose. Molinard claim it has a lasting quality, obtained from a fixative exclusive to them. Their newest fragrance, it will be available in chunky glass bottles and atomisers (£6.90-£10.70) from ½oz to 8oz sizes (Parfums Molinard, distributors Diversalon Ltd, ADL House, 14 Mill Street, Bradford, West Yorks).

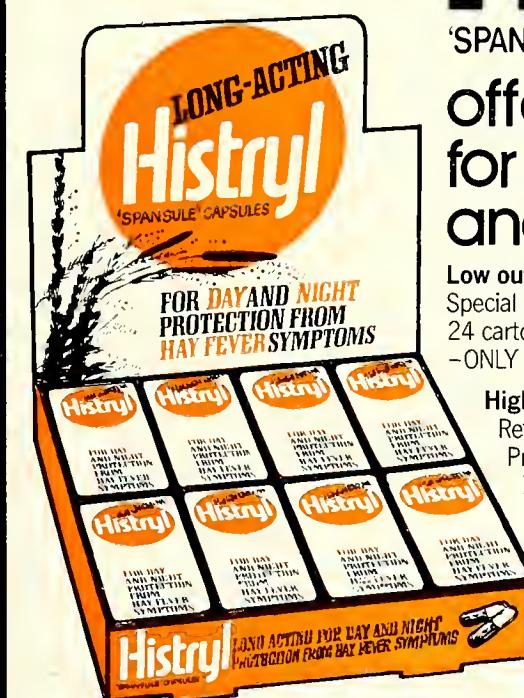
Equipment

In-plant label printer

Norprint have designed Polaris, a label printer, to meet the safety standards specified in the 1974 Health and Safety at Work Act. A complete in-plant system, Polaris can print and overprint a wide range of labelling and identification products, in one, two or three colours. After printing, the items can either be automatically rewound, fanfolded or cut into single form and stacked.

Norprint Ltd, Boston, Lincs, say the equipment can be used for any type of reel-fed product—self-adhesive, heatseal and gummed labels, multipart tickets, cards and tags—and various accessories fulfil specific labelling applications. Two inking systems are available, a letterpress version and precharged self-inking unit. Powered unwind and rewind units can be fitted to facilitate easy operation when large heavy reels are being used. Features of the standard model include a maximum operating speed of 180 impressions per minute, a print area of 180mmx115mm, resetable pre-set counter and totaliser. Individual type, plates, constant and consecutive numbering units can all be used on the machine.

SH:TA136



Histryl

'SPANSULE' CAPSULES

offer a good deal for your customers and for you!

Low outlay

Special introductory offer (while stocks last)
24 cartons charged as only 20
—ONLY £8.00 (excluding VAT) per outer of 24

High profit

Retail Price—65p per carton (including VAT)
Profit per outer—£6.40
i.e. over 26½p per pack
(44% on selling price)



Available through your local wholesaler, or contact your SK&F representative for further details.

'Histryl' (diphenylpyraline hydrochloride) and 'SpanSule' are trade marks.

Trade News

Remington 'silver dollars'

The Remington "silver dollar" promotion, running until the end of August, claims to be the first national promotion to tie-in with US bicentennial year. Each purchaser of a Remington shaver or hairstyler will be able to pick up a "silver dollar" application form and product warranty card, which are redeemable by post for free, newly minted commemorative coins from Sperry Remington Consumer Products, Apex Tower, Malden Road, New Malden, Surrey. For retailers, these warranty cards, bearing place of purchase, will be placed in a draw for 99 sets of coins and three New York holidays for two prizes.

Wholesaler representatives selling a specified number of Remington products also qualify for a set of coins and for a draw for another New York holiday for two, and additional agreed sales give them further draw tickets.

For purchasers who complete the competition section of their application form there is the chance of a £500 Thomas Cook holiday for two, which can be chosen any time before May 1977. Entrants must identify six line-drawings of US presidents from a list of eight names and complete a tie-breaker.

Tabac original offer

A free 65g talc (worth £0.75) is being given away with a 90cc Tabac original after shave, in "special offer" packs (£1.70) with pop up display tags.

In November and December there will be national television advertising featuring actor Gerald Harper, from Eylure Ltd, Grange Industrial Estate, Llanfrechfa Way, Cwmbran, Mons.

HEB packs standardised

HEB Pharmaceuticals have adopted a new range of plastic containers with snap-on-lids for their range of creams. Un-economic sizes have been eliminated and the range standardised on two sizes, 375g and 750g. However, J. Waterhouse & Co Ltd, Church Street, Ashton-under-Lyne, Lancashire OL6 6XG say that HEB Simplex will be sold in 375g, 650g and 1kg pack sizes to meet popular demand. Prices are unchanged (the 1kg pack is new).

Schwarzkopf 'road show' tour

A Batiste window display competition offers winners in 31 holiday resorts a pewter set of six wine goblets, decanter and tray (valued at £70), and a fortnight's holiday for two in the Algarve. Winning stockists will also have the opportunity to

judge a consumer competition for Miss Batiste at the London final, with all expenses paid.

The Miss Batiste competition has been designed to "boost sales of Batiste during the peak holiday period". A "mobile studio" in packaging colours sharp green and yellow, will be visiting the 31 resorts and distributing thousands of free samples, balloons, leaflets and "money-off" vouchers, redeemable against any product except sachets.

Advertising will announce the Batiste "road show" in major local papers, and the winner of the best window display will be announced in local Press. Details of the retailers' competition and point-of-sale material available from Schwarzkopf Ltd, Aylesbury, Bucks. Photographs of displays must be submitted no later than one week after a road show visit.

Uvistat screen promotion

Pharmacists and their assistants are offered prizes that link sun screen to the cinema screen in Uvistat's current competition. The first prize, 14 nights in Beverley Hills, with £250 for expenses, is said to be worth £1,000. Two sound cameras are second prizes and five "movie kits" third prizes, offered by WB Pharmaceuticals Ltd, PO box 23, Bracknell, Berks.

Paddi promoted with advice

A leaflet is being published this month by the Paddi advisory service. Called "Tinies on the move", the leaflet has been written by a health visitor/SRN who specialises in babycare advice. Published in time for the summer holiday and peak travel season, the leaflet deals with the use of disposable nappies for long journeys and holidays; gives advice for short day-to-day trips to relatives or to the shops, with safety hints on taking babies in cars, ideas for relieving travel sickness, tips on feeding and changing babies *en route* etc.

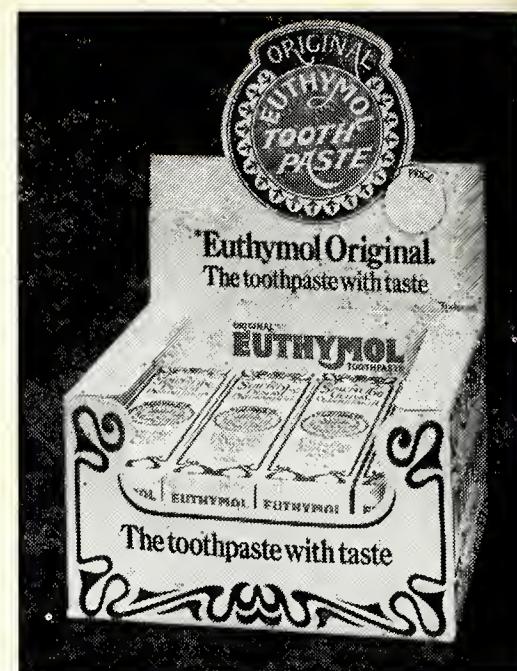
The Paddi Advisory Service, operated by Robinson & Sons Ltd, Wheat Bridge, Chesterfield, Derbyshire S40, 2AD, offers free information to the public. Plans for a further two leaflets are underway, and the service is also extending into the field of health education by offering demonstration kits to schools, colleges and clinics.

Euthymol original campaigns

Euthymol original toothpaste will be advertised on London Weekend, Southern, and Thames television between June 14 and the end of August. The heavyweight campaign will be backed by frequent



Flashed Polyglow packs, being sold now, contain a free cream blusher (value about 15p) and the offer has a supporting shelf barker. Richard Hudnut Ltd, Chestnut Avenue, Eastleigh, Hants SO5 3ZQ, are offering the promotion while stocks last.



national Press advertising, during July and August, in *Daily Express*, *Daily Mail*, *Daily Telegraph* and *Sunday Times* colour supplement.

A bonus discount is being offered to chemists only through Vestric, Sangers and Unichem wholesale branches. New point of sale material, emphasising the "art nouveau" style of the pack will be available through those wholesalers and representatives of Parke-Davis & Co, Usk Road, Pontypool, Gwent NP4 8YH.

Tramp sales double forecast

Sales of the latest Lentheric fragrance, Tramp, have doubled the amount forecast for the first year of sale in the UK. Launched in July 1975, the fragrance is now second only to Tweed in the range offered by Lentheric Morny Ltd, 17 Old Bond Street, London W1X 4AY. It is being introduced to the Republic of Ireland this summer. Promotion for the brand will continue, with in-store merchandising display units and television advertising.

Distribution patterns in the provinces

Northcliffe Newspapers Group Ltd, Carmelite House, London EC4Y 0JA, have published the ninth edition of their "Scanning the Provinces", giving circulation details for the group's newspapers. It includes for each area retail distribution patterns—in future additional information will be published on a three year cycle, with demographic patterns, incomes, etc. in 1977 and industrial and employment patterns in 1978. The book is available only for private distribution on request to James Gibb, group advertisement director.

Arden powder shade changes

An "improved range of shades designed for today's look" is being introduced for the Arden Invisible Veil range. Transparent powder has been reformulated to be "really translucent", and is now included as a shade within the range—in loose powder, pressed powder compact, and as a compact refill. A conversion table, from old powder shades to new, is available from Elizabeth Arden Ltd, 20 New Bond Street, London W1A 2AE. Burgundy containers for Invisible Veil match others in the Arden make-up range.

Another good deal from Radox.

Just when you really need a sales boost we always come up trumps. With TV., with posters, and now we're giving you more TV.

From July 1st for three weeks a brand new 30 second commercial will be selling Radox Salts and Liquid Radox nationally.

Your customers will be seeing plenty of Radox in all three fragrances. So they'll expect you to have them in stock.

We know that to make sure our winning streak as brand leader goes on, we have to provide better advertising support than anyone else. Then you know stocking Radox is never a gamble.

Radox-the biggest one



Nicholas

Pharmaceuticals, Toilet
Hospital Supplies
Radox is a trademark.

GET IN ON THE Uvistat®

UVISTAT® BIG SCREEN CONSUMER PROMOTION

National advertising in full colour:

You'll know from experience that you sell most Uvistat to mothers with young children; and that's exactly who we'll be talking to—more of them than we've ever reached before. With full colour spaces in all the leading women's interest journals. Uvistat's 1976 advertising campaign goes even further—with a special campaign aimed at the young girls who are the really big sun preparation spenders. You'll be getting more women through your shop this year looking to buy Uvistat, so make sure you keep a fully stocked dispenser well to the front of the counter. And....

New consumer leaflets:

Every display outer is going to have its own stock of leaflets. Designed to increase Uvistat awareness, each leaflet is packed full of useful 'sun-care' hints and advice on how to avoid the harmful effects of exposure to the sun. And....

~~Great new self-liquidator:~~

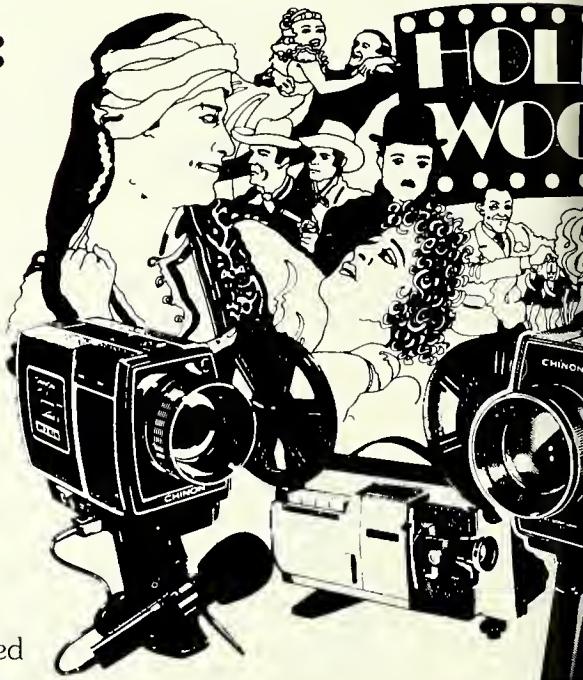
ffered in every leaflet, the 'liquid-crystal' thermometer selling at over .00 in a famous London store. The identical product to the one u can win in Uvistat's mystery shopper mpetition. And....

few dispensers:

round off the exciting Uvistat consumer promotion, a new full colour display outer that carries the same message and imagery as the main advertising campaign. Placing the emphasis of the complete promotion where it belongs — right on your counter. And finally....

Trade competitions:

Our Uvistat representative will offer you leaflets enabling both pharmacists and their assistants to enter the exciting big screen competition. It's easy to enter and the prizes are magnificent.



1ST. PRIZE

value: £1,

A big screen •••••••
Hollywood holiday for two 1

2ND. PRIZ

3RD. PRIZ

PLUS MY SHOPPERS

UVISTAT: The big screen

Trade News

Continued from p844

Bellair aid Steiner expansion

Steiner hair and beauty products are to be manufactured and distributed under licence by Bellair Cosmetics Ltd, Winsford, Cheshire CW7 2NX. This results from expansion of Steiner salons and product range, which has led to Steiner's existing premises being judged inadequate. The son of Steiner group's chairman and founder, Nicolas Steiner, will join the board of Bellair as a result of close co-operation between the two companies, while Steiner product manager, Peter Askew, will become marketing manager of Bellair; several members of the Steiner sales force will also join Bellair.

Roger & Gallet bain moussant

New fragrances, extra vieille Cologne and orchid, are being introduced to Roger & Gallet's bubble bath range (£1.55). Introductory display units will be available, to hold six extra vieille bubble baths, or for orchid six bubble baths with six soaps boxed singly, (£1.25). All bubble bath fragrances will be in 200cc plastic bottles, replacing the 150cc glass containers. For a limited period there is a display unit to hold three of each fragrance—carnation, sandalwood, fougere and tea rose.

From mid-July plastic "travellers" of toilet soap (£0.80) can be displayed in a unit holding six of each fragrance—carnation, sandalwood, fougere and orchid, available from Roger & Gallet, 16 Lettice Street, London SW6 4EH.

Support for Elseve Balsam launch

L'Oréal's new "one size, one formula, one flavour" Elseve Balsam creme conditioner will be supported through July and August by a £200,000 national television campaign. The advertising theme will be carried through by window stickers and display units holding 12 bottles, available



A profit on return of 46 per cent is available with this Dettol cream display unit which contains 24 Dettol cream and six small Dettol liquid. Trade price of the unit is £3.43 and the retail value is £6.90. Available from Reckitt & Colman Products Ltd, pharmaceutical division, Dansom Lane, Hull

from Golden Ltd, 18 Bruton Street, London W1A 1BX (see C&D Hair Care Section, May 8, p572).

Braun at HEDA

Braun say Lord Mountbatten and Lord Boyd-Carpenter showed "considerable interest" in their appliance ranges at HEDA, especially shavers. "We discovered that Lord Mountbatten already used a Braun shaver and was interested in purchasing one for Prince Charles" the company says.

Braun's exhibition included their steam curling wand DLS20 (£13.95), which offers adjustable heat settings (110°C to 115°C) and 16 steam vents fed from a water tank slotted into the top of the wands. It has a wall bracket for storage and rubber feet, designed to prevent the hot part touching a surface when the wand is rested on its side. Braun Electric (UK) Ltd, Mill Mead, Staines, Middlesex TW18 4UQ, say they have achieved the number one positions in styler and curling wand markets and are number two among shavers.

Orbenin dry cow syringes

Orbenin dry cow is now available in syringes in addition to tubes (20 x 4.5ml syringes, £5.20 trade). An introductory price of £4.90 is being offered by Beecham Agricultural Products, Beecham House, Brentford, Middlesex TW8 9BD, until July 12. The plastic syringes are disposable and have a short plunger action to facilitate speedy intramammary infusion.

Plastic tubs for Royal Coatline

"A more modern and practical image" has been given to Royal Coatline coat conditioner for dogs by Shaws Veterinary Chemists Ltd, Stockdale, Aylesbury, Bucks HP20 1BZ. The grooming aid has been repackaged in white and blue plastic screw-top tubs holding 325g (£2.83)—an increase of 14g over the old container.



in Beverley Hills.....plus £250 expenses.

value £327.90.

mm 'in-camera' sound recording system making.

value £564.25.

as and projectors.

RY

g away valuable 'liquid crystal' hair assistants. Ask your representative

O.K. What do you



HEALTH & SAFETY

"Don't Forget HASAWA" booklet (35p). Slides "Hidden Dangers" with script (£15 plus VAT) - or hire (£5 plus VAT). Video programme "Health & Safety".



SALES PROMOTION AND DISPLAY TRAINING

Instructor's course manual (£5) Course handouts (£2.50) Slide Talk "Dispak" (£25 plus VAT) or hire (£7 plus VAT). Video programme "Blowing your own Trumpet" - the pros and cons of different forms of advertising.



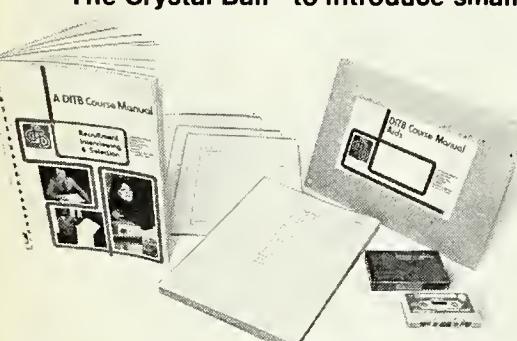
MARKET RESEARCH & SALES FORECASTING

Instructor's Course Manual (£5). Course handouts (£2.50) Video programme "The Crystal Ball" to introduce smaller retailers to elements of sales forecasting.



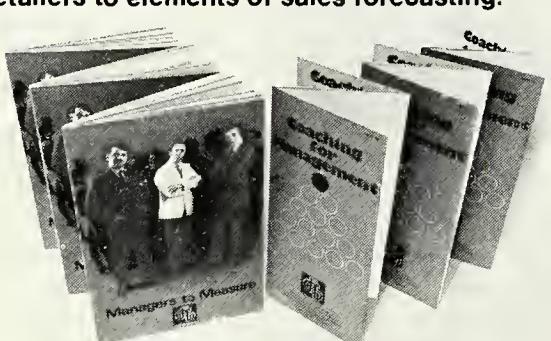
INSTRUCTIONAL TECHNIQUES

Instructor's course manual (£5) Handouts (£2.50) Video programme on using visual aids entitled "Putting it Across".



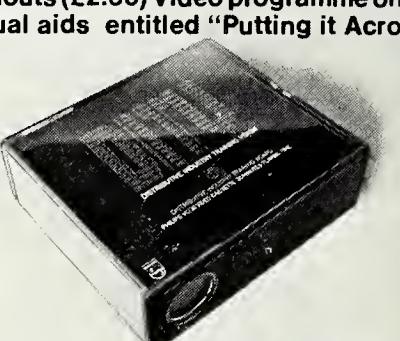
RECRUITMENT, INTERVIEWING AND SELECTION

Instructor's course manual (£5). Course handouts (£2.50). Audio cassette (£2.50 plus VAT).



MANAGEMENT TRAINING

"Managers to Measure" (35p) a book of recommendations for management training. "Coaching for Management", a pocket leaflet (5p).



TELEPHONE ECONOMIES

"Seconds Count" a video programme to encourage economic use of the telephone.



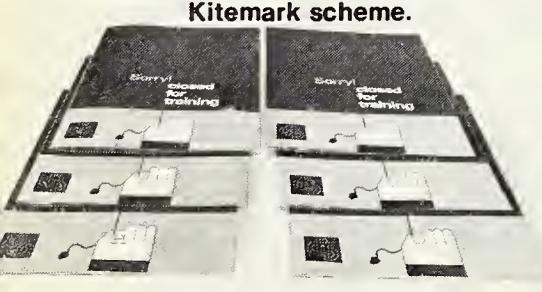
PRODUCT KNOWLEDGE

"Men's and Boys' Wear" and "Women's and Girls' Wear" (£1 each) notes for sales staff and students. A video programme "Standard Questions" deals with the Kitemark scheme.



CAREERS

"Stepping out in Distribution" a range of careers information leaflets covering the main branches of the industry (5p each). "The Graduate in Distribution" a careers booklet for polytechnic and university students (15p). "Courses in Distribution" a booklet detailing all courses relevant to the industry (65p). "The Young Managers" and "Going our Way" two 16mm careers films also available on cassette.



HALF-HOUR TRAINING

"Sorry Closed for Training", a booklet on providing short training sessions for



SMALL BUSINESS

"Mind Your Own Business" a useful handbook for the management of a



TRAINING RECOMMENDATION

"Train to Buy" a booklet on training buyers in retailing and wholesaling (25p).

Want to know?



SECURITY

Instructor's course manual (£5)
Course handouts (£2.50) "Help Yourself"
16mm colour film or video cassette.



METRICATION

Booklet "The Metric Shop" (75p) Slide/Talk "Metpak" with cassette or reel (£16 plus VAT). Course manual (£2.50) 16mm film "Measure for Measure", also on video cassette.



SALES TRAINING

Two course manuals "What About Selling & More About Selling" (£5 each).
Flip charts or OHPs for use with manuals (£7 plus VAT). Exercise stationery and reminder cards (50p plus VAT). Training recommendations book "Face to Face" (20p). 16mm colour film or video programme "Sit in on Selling".



IMPROVING COMMUNICATIONS
"Using Words" a cartoon video programme about written communications.



PLANNING PROFITS

Instructor's course manual (£5).
Course handouts (£2.50).
Audio cassette (£2.50 plus VAT).

In addition to its wide range of publications and training course manuals, the DITB produces films and video programmes on a variety of training topics.

Programmes which are available on Philips or Sony U-matic cassettes can be purchased (£30 plus VAT) or hired from the Board's Film and Video Library (£3 plus VAT). Films cost £90 (plus VAT) to buy or £5 (plus VAT) to hire.

To purchase publications, films, video programmes etc complete and return the form below to Information Department, DITB, MacLaren House, Talbot Road, Stretford, Manchester M32 0FP. All orders for less than £5 must be accompanied by cheque or postal order.



You know training pays

I wish to order _____

and enclose £_____

Name (Block letters) _____

Company _____

Address _____



SYSTEMATIC TRAINING
A guide book "All Systems Go" (20p) and stationery for installing a training stem-job definitions, staff appraisal etc.

Distributive Industry Training Board 

Trade News

Continued from p847

Try before buying Safeseat

All promotional material for Safeseat from mid-June will be offering a free sample, so prospective customers will have the opportunity of trying the toilet seat wipe before making a purchase. Potter & Clarke have planned advertising displays in the *Daily Mail* and *Daily Telegraph* and "buy-line" spaces in the *Sun*, *News of the World* and *Sunday People*. They say there should be a "large impulse purchase element in sales provided that the product is well-displayed", because millions of families will be using "away-from-home loo seats" during the summer months. Distributors are E. C. DeWitt International Ltd, Seymour Road, London E10 7LX.

Andrex campaign

A national Press campaign has been launched for Andrex, and Bowater Scott Corporation Ltd, Bowater House, 68 Knightsbridge, London SW1X 7LR claim it sells into four million homes each month. They say customer loyalty continues and they have a 30 per cent volume share of the toilet tissue market for the brand with "a sheet count of 280".

Tea-towel offer with Dixcel

British Tissues Ltd, 101 Whitby Road, Slough, Berks, are promoting Dixcel plain kitchen towels with an on-pack tea-towel offer. For six weeks, from June 24, the floral printed cotton tea-towels will be available in three colour combinations (value £0.70, offered at £0.30 plus £0.10½ postage).

Trade shows

Coty Christmas presentation

Coty Ltd, Great West Road, Brentford, Middlesex, are holding a "Christmas presentation" at the Portman Hotel, Portman Square, London W1, June 21-24, 10am to 10pm each day.

Jackel Christmas shows

Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland NE24 4RG, will be showing their Christmas range from June 14-17, at both the Central Hotel, Glasgow, and the Hendon Hall Hotel, Hendon, London NW4.

Gorney at chemist perfumery shows

J & T Gorney Ltd, 16 Oakwell Mount, Leeds 8, will be showing the following ranges during June and July: the Ilona range of perfume atomisers and gift sets, Solida hair accessories, Altesse hair and bath brushes, Jilan finger nails from the USA, and Dr Schupp's bath preparations, from the Black Forest. Chemist perfumery shows at which they will appear are as follows: Central Hotel, Glasgow and Hendon Hall Hotel, Ashley Lane, London NW4, June 14-17, Hotel Majestic, Harrogate, June 21-24, Five Bridges Hotel, Gateshead, June 28-July 1, Hotel Metropole, Brighton, July 5-8, and Hotel Piccadilly, Manchester, July 11-15.

on TV next week

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Island.

4711 Cologne: Ln, We

Anadin: All except E

Aquafresh: So

Bristows shampoo: All except U, B, G, E

Bic razor: Ln, Sc, So, G

Crest: Ln, So, U

Day-long roll-on: All areas

Denim toiletries: M

Divi-dent: Ln

Elastoplast: All areas

Energen one-cal: All except E

Euthymol original: Ln, So

Exterma-germ cloths: So

Foster Grant sunglasses: All areas

Harmony hairspray: All areas

Immac: All except Sc, G, CI

J-cloths: Ln, So, A

Johnsons baby shampoo: All areas

Johnsons savings code: All areas

Kattomeat: All except E

Kodak Instamatic cameras: All except E

Listerine: Ln

Lucozade: Ln

Macleans: All except E

Marigold housegloves: All except U, CI

Matey: All except U, E

Nivea: All except Ln, So

Pears foam bath: All areas

Pears shampoo: All areas

Philips home trim: Ln, M, WW, So, A

Polaroid: All except CI

Remington GT3 shaver: Ln, M, Lc

Scholl footsprays: All except U, E

Signal: All areas

Supersoft shampoo: All except E

Vitapointe: M, Lc, Y, NE

Wizard fresheners: M, Lc, Sc

New range emphasises colour and shape

Colour and shape are emphasised in the new Interplan System 80 Plus range of shopfitting units produced by Olney Bros Ltd, Jado House, Northbridge Road, Berkhamsted.

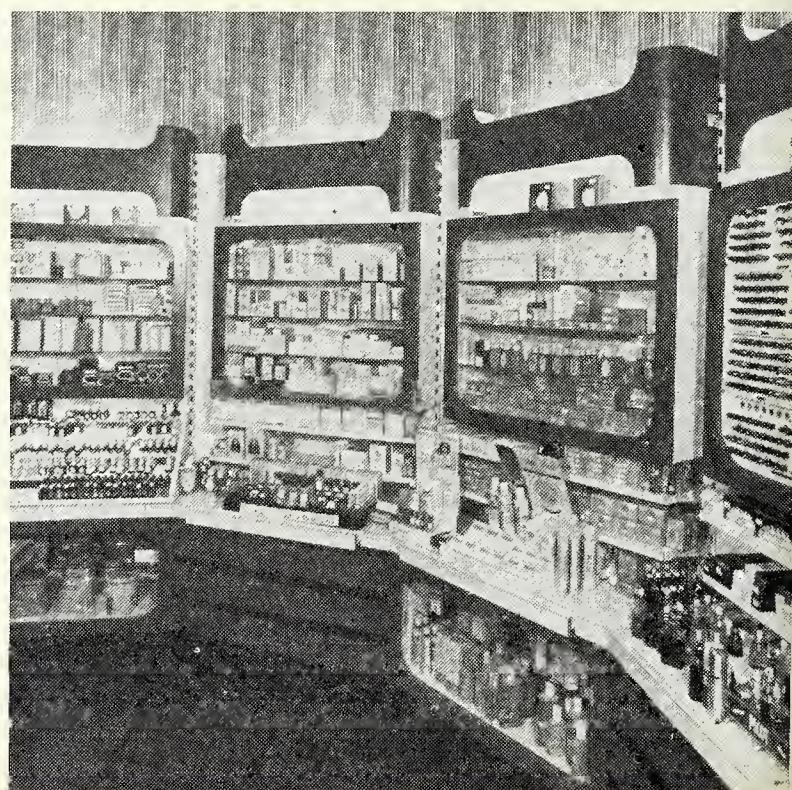
Since Olneys started exporting to Europe, fundamental improvements to the system—first introduced in 1970—have been added. The most noticeable are in the finishes of the various components. Emphasis is placed on colour and shapes; many deep shaped and coloured pelmet panels are available in almost any choice of colour, together with various contours. Other additions are front curved coloured panels incorporated in the fronts of showcases, cupboards and counters. The panels are fitted to the fronts of new cabinets shaped with interior curves and finished in a variety of bright colours that create a new environment to the sales area designed to excite the eye.

Within the new system more attractive centre shop components are available

rendering gondolas unnecessary. The centre shop units have their own coloured and shaped top and lower panels linked by special colour matched cross-linked pelmets to form "shop-in-shop" areas with secure selling environments to encourage casual browsing and impulse sales. These centre shop areas are suitable for the sale of cosmetics, fancy goods and other more expensive lines; with the addition of more bright coloured panels the resulting refit should be a pleasure to retailer and customer alike, it is suggested.

So many shop refits take place today that many chemist shops look alike, say Olneys. "A row of adjustable shelves will no longer suffice; a more interesting and exciting approach should be given to the refit. The extra cost involved in refitting in a more interesting fashion may well be worthwhile with the increased interest shown by customers and the number of extra customers enticed into a pharmacy that is different."

The "shop in shop" environment utilising Olney's Interplan System 80 Plus range of fittings. Coloured pelmet panels link with the curved coloured panels and interior curves incorporated in the showcase, cupboards and counters to produce the selling environment. This is suggested as being well suited for the sale of cosmetics, fancy goods and other relatively more expensive lines



When 4½ million women discover
the cream of creme rinses...



Professional News

Pharmaceutical Society of Northern Ireland

Joint approach to Minister on pharmaceutical services

A meeting is being sought with the Northern Ireland Minister of State for Health about the conditions under which a pharmaceutical service is provided from a health centre pharmacy and the geographical distribution of pharmacies.

That was stated at last month's Council meeting of the Pharmaceutical Society of Northern Ireland when the president, Mr T. G. Eakin, reported on a meeting between Council representatives and the Pharmaceutical Contractors Committee. Mr Eakin recalled that Mr R. Moyle, the previous Minister, had suggested at the Society's Golden Jubilee dinner that representatives of the profession should meet him to discuss such problems. The current Minister for Health is Mr D. Concannon who, it is understood, has acknowledged the request for a meeting but no date has yet been fixed.

It was reported that the draft of the Society's new regulations to give effect to the increase in the retention fee had been approved. The regulations would come into effect on August 1. A letter setting out the reply of the Department of Health to the Council's proposals regarding draft pharmacy and draft poisons Orders was read. It was agreed to refer the matter again to the Law Committee and if necessary to ask for a meeting with the Department officials to discuss the points.

A letter from the Royal Commission on the National Health Service invited the Council to submit evidence, whether facts or opinions, on the Commission's terms of reference which were "To consider in the interests both of the patients and of those who work in the National Health Service the best use and management of the financial and manpower resources of the National Health Service". The Commission's work was to cover England, Wales, Scotland and Northern Ireland. It was pointed out that while evidence would, no doubt, be submitted by the Contractors Committee, the Council might wish to take the opportunity to comment on the provision of post-graduate courses for pharmacists.

Repairs

Reports from the Finance, Law and House Committees were adopted. Commenting on the latter Mr Eakin said repairs costing over £1,000 were necessary on the first and second floors of the Society's house. He thought the estimates were reasonable but considered it advisable to have the architect's assurance that the remedial work proposed would prove effective.

Mr Eakin reported that with the secretary, Mr W. Gorman, he had visited Mr C. A. Quinn, FPSNI, earlier that month and presented him with his Fellowship certificate; it was a pleasure to see Mr

and Mrs Quinn again and to recall past days. In the course of the conversation it was revealed that Mr Quinn's son would soon be visiting Vancouver University to work under Professor C. A. McDowell, professor of physical chemistry, who had been awarded the Society's gold medal in 1940. In view of that a copy of the history of the Society's first fifty years together with a menu card for the Golden Jubilee Dinner were sent to Mr Quinn's son with a request that he hand them to Professor McDowell. Professor R. Grigg said it was something of a coincidence that he, too, would be visiting Professor McDowell during the summer and would convey the Council's good wishes to him.

Home safety conference

Mr G. E. McIlhagger, treasurer, said he had attended as the Society's representative the home safety conference arranged by the Northern Ireland Branch of the Royal Society for the Prevention of Accidents. Of particular interest to him was the session on the prevention of poisoning when the speakers were Professor Elmes and Professor P. F. D'Arcy. As Professor Elmes, who acted as examiner in pharmacology to the Society for a number of years, would shortly leave Northern Ireland to take up a position with the Medicines Commission he thought a letter should be sent to him conveying the Council's congratulations and good wishes on his new appointment. That was agreed.

Mr Eakin said the weekend course on pharmacy management held in April had been well attended. Dr I. F. Booth and Dr T. G. Jones had covered much in the limited time available and he hoped another course could be held next year. Professor D'Arcy said he had made a provisional arrangement with the same two lecturers for the week March 28 to April 3, the only week they were free to come to Belfast; the cost of a week's course would be substantial and the Council would probably have to bear some of the expense. He asked that a decision be reached by the Council as soon as possible so that, if necessary, he could make further arrangements. It was agreed that the Education Committee should consider the possibility of holding the week's course.

Mr Gorman said he had written to the Northern Ireland Faculty of the Royal College of General Practitioners to ask if the Provost, Dr R. J. Millar, would address the members of the Society at a president's "At home" to be held in October. The secretary of the Faculty had telephoned him to say that Dr Millar's term as Provost would have expired before October. It was agreed to issue an invitation direct to Dr Millar and to invite the new Provost and the secretary of the Faculty to attend the meeting.

Arising out of a matter raised at the meeting of the Commonwealth Pharmaceutical Association's Executive Committee held in Sri Lanka in March (C&D, May 1, p635), Mr Gorman said he had written to a member of the Society who was practising in Bermuda but so far had not received information about any variation in the salary scales of British and American pharmacists working there.

The applications for registration as pharmaceutical chemists in Northern Ireland under the reciprocal agreement between the Great Britain and Northern Ireland Societies of Mary Beth Ann Powell Bowen (nee Morgan) and James Howard Glenn Caskie were granted.

FDA reject call for cyclamate remarketing

The US Food and Drug Administration last month advised Abbott Laboratories to withdraw their petition to remarket the artificial sweetener cyclamate. FDA told Abbott that if the petition was not withdrawn within 30 days, it would be denied.

Dr A. M. Schmidt, FDA commissioner, said: "I cannot assure the American people that cyclamate is safe for everyday use as a sugar substitute. There are still many unanswered questions about the safety of cyclamate. Therefore, I cannot allow the sweetener back on the market." He continued that the cancer-causing potential of the compound is still unresolved, and several studies suggest it can cause genetic damage in humans. "These issues must be settled before we can approve remarketing of cyclamate."

FDA banned cyclamate in 1970 after two studies indicated that it caused cancer in animals. In November 1973, Abbott petitioned FDA for permission to market cyclamate again, citing new studies which the company said showed cyclamate to be safe. FDA concluded that the petition was

inadequate and, in September 1974, asked Abbott to withdraw it. Abbott declined and submitted additional data. In March 1975, FDA asked the National Cancer Institute to convene a special committee of experts to review all available scientific studies and judge whether cyclamate could cause cancer. The committee reported in March 1976 saying that available data were inadequate to allow them to reach a conclusion regarding cyclamate's potential to cause cancer in humans.

□ The Food Additives and Contaminants Committee is aware of the available toxicological evidence about cyclamate and its potential food uses, but in the absence of any well-documented evidence that it is needed in food and that use would present no hazard to the health of consumers, the Committee has not been asked to express any opinion on whether it should be reinstated in the list of permitted artificial sweeteners. Mr Gavin Strang, Parliamentary Secretary, Ministry of Agriculture, told MPs recently.

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Not with the usual sachets, but in miniature bottles which really demonstrate the product's quality. And which reflect the packaging which was so admired in test.



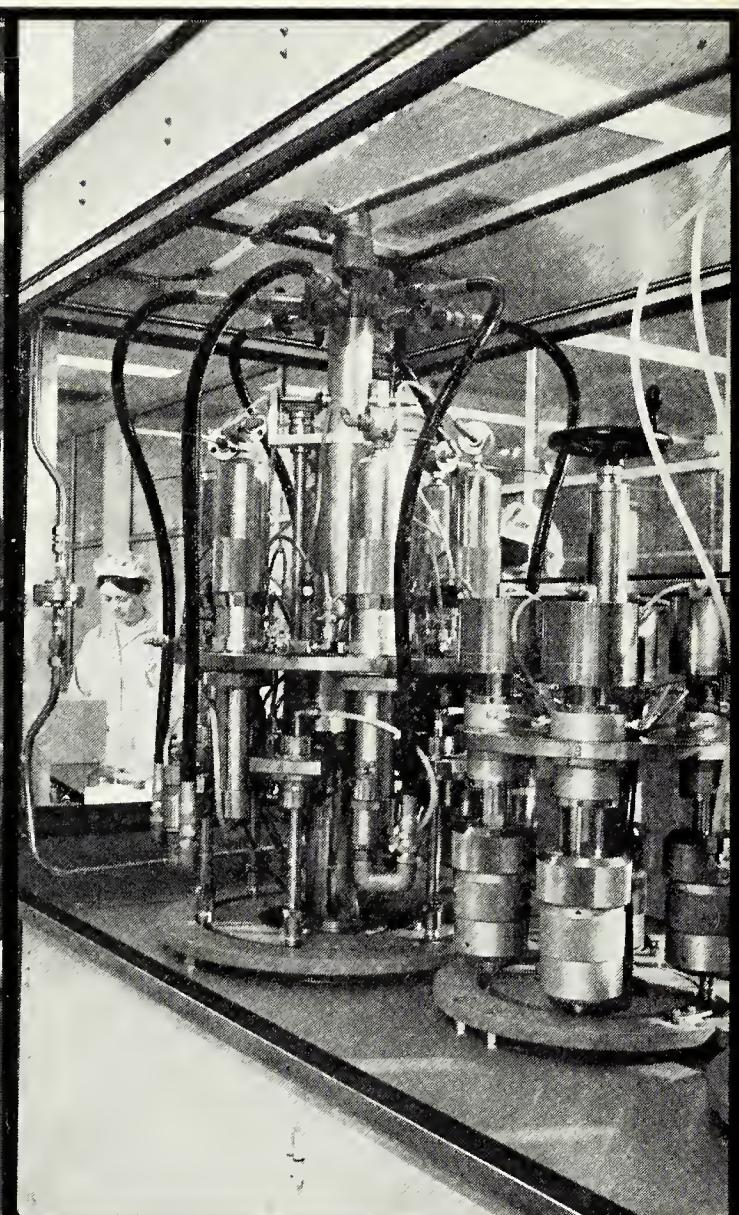
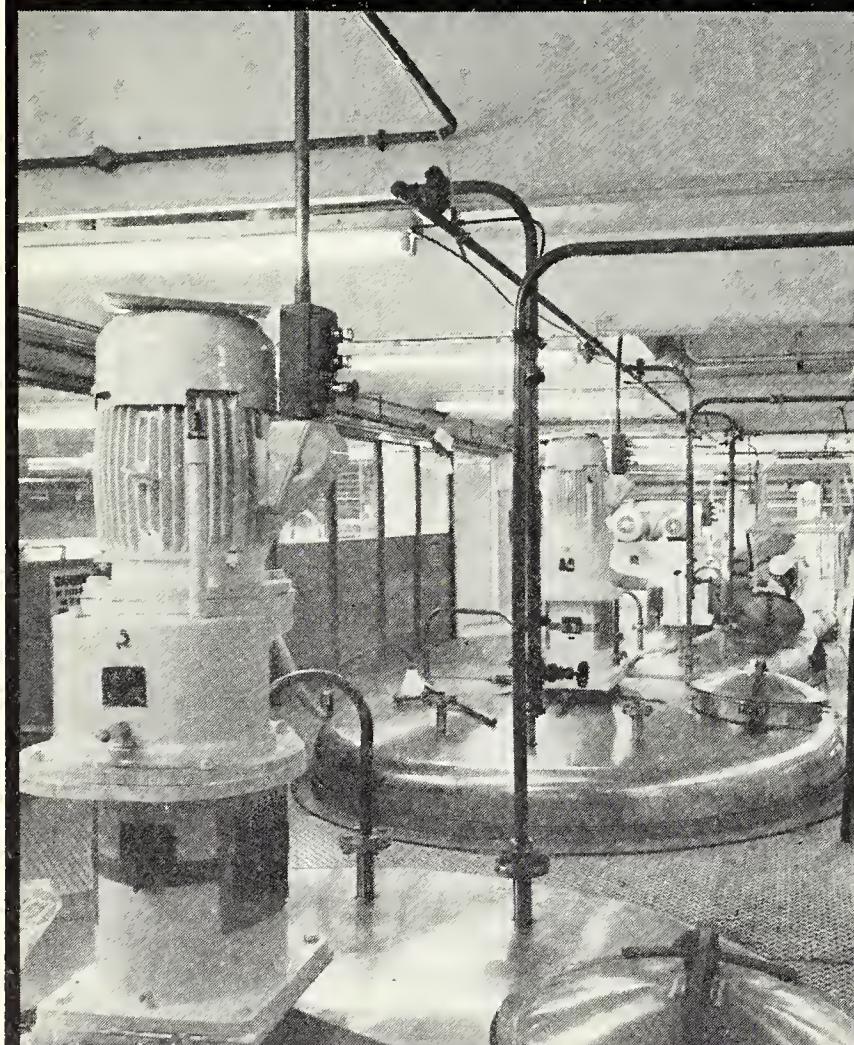
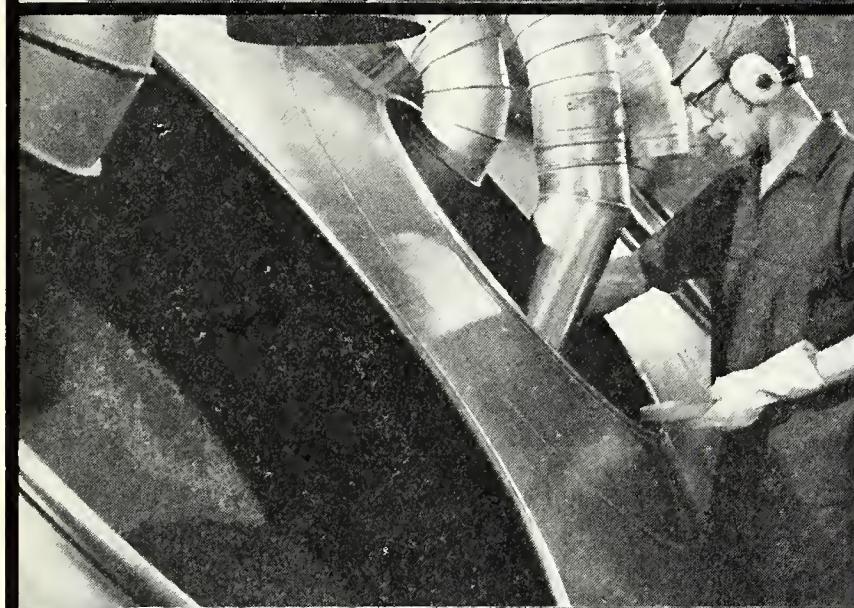
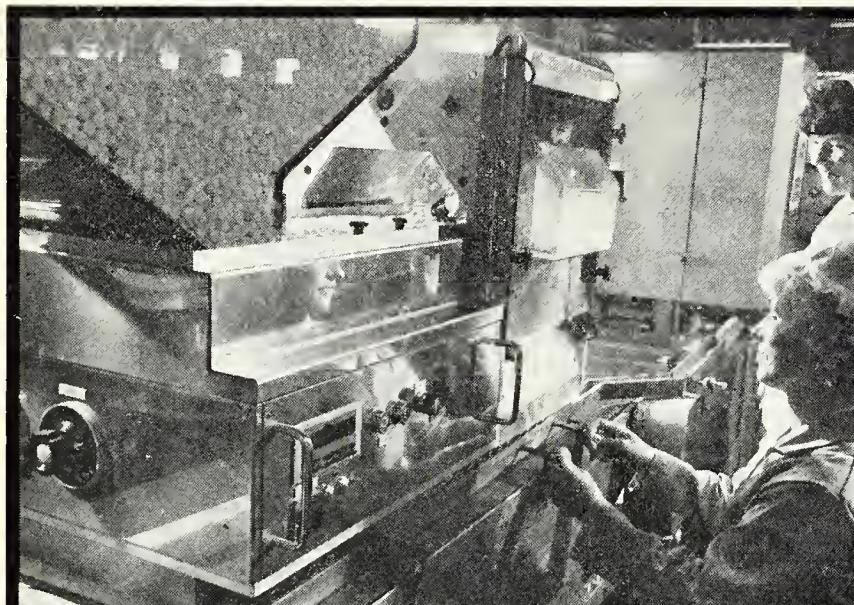
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Whenever you or your customers need Standard Drugs, it's as well to put your trust in such safe and experienced hands.

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Letters

A small General Sale List: the cost to pharmacy

In your Comment "General sale" last week you state that "The industry contends there is practically no sales of home medicines outside pharmacies". This misrepresents our point, which is that there are a very large number (of the order of 150,000 shops) stocking medicinal products of one sort or another who individually have a very small turnover. In total they form a substantial means by which products for home medication reach the people who need them.

It is unfortunate, and we have pointed it out in our representations, that the pharmaceutical profession continues to regard the General Sale List issue as being primarily concerned with whether non-pharmacy outlets may stock and sell medicines as they have done for a good many years now. Pharmacists have ignored the effect that these proposed restrictions will have on the sale of medicinal products within pharmacies. For example, we estimate that approximately *five times* as many transactions in home medicines will require "supervision" (similar to that presently required for the sale of Part I poisons) as do so now. Is this a rational use of expensive pharmaceutical manpower? Will it increase prices to the consumer? How many pharmacists will have to re-fit their shops so that products not on the General Sale List will not be accessible to members of the public?

In addition, all the comments from the profession which have been published to date have totally failed to deal with the problems faced by people in rural areas, and in districts with poor communications, who may have a return journey of 20 miles or more to their nearest pharmacy. Where are such people to obtain medicines for self-medication? It would seem that they must call out their general practitioner for the most trivial of headaches, indigestion or coughs. The cost to the NHS and the community will be immense.

The industry does not seek to deny the value of the "general practice" pharmacy to the community it serves. But with 20 per cent of England's population in the rural areas, legislation which significantly hampers the public's ability to obtain home medicines conveniently must cause hardship to many people. Hence our view (which we share with the NPU, but for different reasons) that the Government must re-think these proposals. **A. R. Fuell**

Secretary, Proprietary Association of Great Britain

End of patent medicines?

I hope you will find room in your columns for this letter which we have drawn up in an effort to save the livelihood of the small retail pharmacist.

Under the proposals for implementation

of Part III of the Medicines Act 1968 is published a General Sales List of products and medicinal active ingredients which may be freely sold without restriction. Some of the restrictions are extremely arbitrary and preclude many well known products which have been sold for many years. However, thousands of products will be restricted to "pharmacy only" and even here cannot be exposed for sale or sold by an unqualified assistant.

Do the retail pharmacists realise the extra work load which these restrictions entail if they continue to stock their present lines? Do the public realise that many of their favourite lotions, salves and other medicaments which they use to alleviate minor ailments, not needing a doctor's diagnosis, will probably disappear?

Furthermore, the proposed legal restrictions on advertising will make it virtually impossible for the manufacturer to produce a new medicine or sell his old ones because he cannot claim to alleviate some of the minor chronic conditions for which these medicines are useful. For example, one cannot offer a "rheumatic rub".

The present legislation means the end of patent medicines. The very best way to safeguard the public from harmful medicines would have been to extend the Poisons List and increase the previous schedules to this list. It is easier to prove that a substance is harmful than that it is safe. A safe product today may prove unsafe tomorrow because of technological developments.

Mrs H. Butler, BSc
Technical director
DDD Ltd
Watford, Herts

Scripts without fuss

Referring to the ridiculous situation in which retail pharmacists have been placed since June 1, why not make it illegal for doctors to issue an incomplete prescription? Surely doctors are concerned for their patients sufficiently to ensure they can obtain their medicine and treatment without the fuss which will arise if doctors fail to issue a "proper" prescription.

Mary E. Hudson
Birmingham 6

No prompting by PSNC

Mr Stanley Blum's letter (June 5, p521) is based on the totally incorrect assumption that Mr Lester's Parliamentary question was tabled on behalf of the Pharmaceutical Services Negotiating Committee.

In fact, as the chairman of the Committee, Mr G. T. M. David, made clear to Dr Owen when the committee's representatives met him on May 24, the Pharmaceutical Services Negotiating Committee played no part whatever in prompting this question which, it is understood, was asked as a result of a conversation during a chance meeting.

Since the inception of the Health Service in 1948 all requests for a meeting of representatives of the Pharmaceutical Services Negotiating Committee (or its

predecessor the Central NHS Committee) with either the Secretary of State for Social Services or the Minister of State for Health have been granted immediately and a meeting arranged with the minimum of delay.

J. Charlton
Secretary, PSNC
Rickmansworth, Herts

Candidate's thanks

May I, through your columns, thank all the people who voted for me in the recent election for Council.

Linda J. Stone
Cardiff

Cheers!

I saw a photograph in *C&D* a few weeks ago of Mr Adams of Rabins the wholesalers presenting a bottle of Champagne to the manager of a new "account"—Underwoods in Victoria Street, London.

As James Hardcastle & Co, Edgware Road, London, are now a subsidiary of the Guinness group, are they prepared to give Guinness with their deliveries?

Your sardonically

H. J. Silver
London EC2

Books

Pharmacy Law and Ethics

J. R. Dale, MSc (Econ), LIB, MPS, Barrister, and G. E. Appelbe, LIB, BSc, MPS, Pharmaceutical Press, 17 Bloomsbury Square, London WC1A 2NN. 8½ x 5½ in. Pp 422 £4.

This new book, written by the head and deputy head of the law department of the Pharmaceutical Society of Great Britain, seeks to provide in one volume an outline of the statutes that affect the practice of pharmacy in Great Britain, together with an account of the way in which British pharmacy has developed and maintained its standards of professional conduct. The Medicines Act 1968, Misuse of Drugs Act 1971 and Poisons Act 1972 are dealt with in detail—the parts of the Medicines Act not yet in operation will eventually be covered by a supplement to the book. Meanwhile, current legislation is covered in the form of an appendix.

Three chapters deal with professional conduct in pharmacy and for the first time reports of Statutory Committee hearings are brought together. Registration and disciplinary procedures of other professions allied to medicine are outlined for comparison.

The reorganised National Health Service, law relating to spirits and methylated spirits and eighteen miscellaneous statutes (from weights and measures to the Sex Discrimination Act) are covered. The final chapter summarises important legal decisions that affect pharmacy. Among 15 appendixes are the Society's byelaws, extracts from the report on general practice and advisory statements issued from time to time by the Council.

Mr David re-elected as chairman of PSNC

Mr G. T. M. David was unanimously re-elected chairman of the Pharmaceutical Services Negotiating Committee at the last meeting. He welcomed the new members, Mr Cecil Jacobs (appointed by the NPU) and Mr Bernard Silverman (appointed by the Company Chemists Association) to the meeting. The Committee received a report of the meeting with Dr Owen on contracts in health centre areas (*C&D*, May 29, p761).

A letter was received from the Council of the Pharmaceutical Society asking the Committee to consider recommending to Area Chemist Contractors Committees that they revert to the uniform title of "Local Pharmaceutical Committee". After discussion, during which it was pointed out that the move towards phasing out the use of the description "chemist contractor" had stemmed from the last conference of ACCC representatives, it was decided that all ACCCs in England and Wales be recommended to revert to the LPC title as soon as practicable, where this was not already being used.

Following a suggestion from an LPC it was agreed that the Negotiating Committee should recommend LPCs to exert pressure on their Family Practitioner Committees to arrange for the doctors' telephone number to be included on the rubber stamp used to add the doctors' name and address to the bottom of the Form FP10.

The Committee decided to give further consideration at its next meeting to the evidence it would be submitting to the Royal Commission on the Health Service, after consulting with other interested pharmaceutical bodies.

Amitriptyline reimbursement

A letter had been received from the Department of Health seeking the Committee's agreement to open order prescriptions for amitriptyline 10mg being based on the price of Domical. The Committee discussed the problems created for the pharmacist through having to supply the patient with a different brand of tablets to that previously supplied, in order to obtain full reimbursement of costs. It was decided that the Department be informed that the Committee could not agree to the proposed change.

It was reported that the National Joint Committee on Rural Dispensing, under the chairmanship of Mr C. M. Clothier, QC, had met on three occasions. The meetings were principally devoted to the discussion of the case presented by the pharmacist members. Meetings were not held during March and April due to an illness of the chairman, but it was expected that discussions would be resumed within the next few weeks. In the meanwhile the pharmacist representatives had

taken the opportunity to give further consideration to the matter in the light of comment made within the Committee and had also considered a written submission presented by their medical colleagues on the Committee.

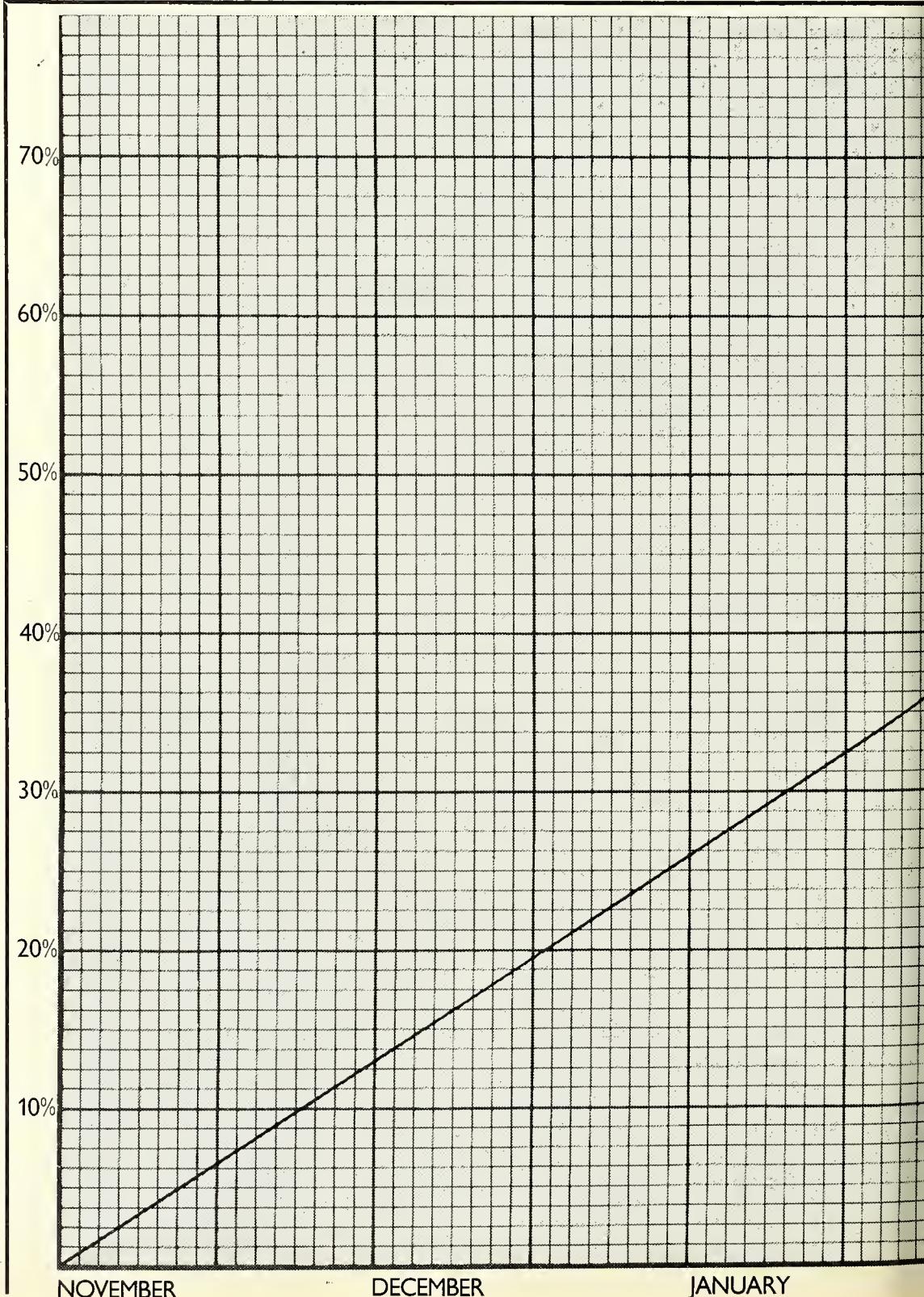
Correspondence with the Department about the Committee's representations for the revised container allowance from March 1, 1976, was reported and it was agreed that the Department would be

pressed to complete its calculations and accept the new figure without delay.

It was noted that the Department was expected to reply to the Committee's representations about the payment of grants for pharmaceutical contractors employing pre-registration graduates after the Department had completed its discussions with the Pharmaceutical Society about the pharmacy manpower position.

Further discussion took place about the case to be presented, jointly with the Society, to the Department for the introduction of postgraduate education allowances for pharmacists concerned with the provision of Part IV pharmaceutical services.

There was a lengthy discussion about the continuing delays with pricing in many areas and about the contents of the memorandum that was being prepared for submission to the Tricker inquiry into the workings of the Prescription Pricing Authority.



Company News

Hoffmann-La Roche reduce marketing expenditure

Reductions in marketing expenditure in the pharmaceutical sector and progress in combating third-world diseases are revealed in the 1975 review of Hoffmann-La Roche published last week.

Against a background of "the most serious recession since the war" and despite increases in volume terms the group's combined turnover fell six per cent to SwFr 4,755m and net income fell to SwFr 455m. However, the company

have been able to keep total expenditure under control without reduction of employment or cancellation of extensions to plant with, in the pharmaceutical sector, marketing expenditure in particular being reduced. The share of pharmaceutical and vitamin specialities in group turnover rose from 55 to 60 per cent, due to the relative resistance of the pharmaceuticals sector to recession; about one half of the sector's sales were absorbed by psycho-pharmaceuticals alone.

Research into third-world health problems has resulted in a new drug Radanal which combats sleeping sickness, and Tiberal to combat infection by protozoa. Additionally, low-cost broad spectrum antibiotics have been introduced in several Far Eastern countries.

Governmental relations are said to have taken a turn for the better, and the agreement reached with the British government over prices for psychotropic drugs was "a fair compromise". The decision to con-

tinue despite the dispute "proved correct" and "in the interests of the British economy as a whole".

□ Denmark's monopolies commission is expected to order Hoffmann-La Roche's Danish subsidiary to cut the prices of Librium and Valium by 20 per cent soon.

West Phararubber exports top £1m in three years

Export sales of more than £1m have been achieved in the past three years by West Phararubber Ltd, St Austell, Cornwall, one of Britain's leading suppliers in pharmaceutical rubber mouldings.

The company, who have expanded their exporting activities in Europe through their associate company in Germany, Pharma-Gummi Wimmer West of Eschweiler, and through their agents in South Africa, have been finding bigger overseas markets for their pistons for disposable hypodermic syringes and stoppers for intravenous solutions. The mouldings are produced in a factory which was built and equipped in 1968 to meet stringent quality control standards, and West Phararubber is an associate company of Johnsen & Jorgensen (Holdings) Ltd, said to be Britain's largest producer of tamper-proof containers and closures.

Discount for Beauty plans

The sales volume of Discount for Beauty Ltd increased from £1.7m to £2.5m last year and projected sales in the present financial year are in excess of £4m, Mr Ivan Lester, chairman and managing director, told a meeting of store managers last week.

A number of new stores had been opened in the past year and the expansion programme was continuing in the present year, he continued. It was envisaged that the group would have in excess of 30 stores by the end of 1977, and several existing units have been enlarged. To cater for the expansion, the company is to move its head office and warehouse to new premises in Batley, where it will have in excess of 60,000 sq ft of single storey warehousing accommodation.

Boots new local distributor

The Henry Long Group, part of Ocean Transport & Trading Ltd, has been appointed by Boots as the local distributor for its 57 branches in West Yorkshire and East Lancashire. Henry Long is providing a "re-distribution centre" at its Northside depot in Bradford and the contract involves night-time sorting of a full range of products sold in Boots' retail outlets, including consumer durables as well as drugs, pharmaceuticals, cosmetics and toiletries. Some 18 vehicles are used to make daily deliveries to every Boots outlet in the area covered.

Hickson & Welch ahead

Hickson & Welch (Holdings) Ltd's turnover for the half year ended March 31 was, at £25.14m, some £4.25m ahead of the same period last year, and pre-tax profit was £0.91m higher at £3.01m. The directors have proposed an interim dividend of 3.3p a share.

More Company News on p859

Vichy sales are on the up and up and up and up and up....

Only you can share Vichy's success. Because Vichy is available exclusively through Chemists.

So it makes sense to display and recommend Vichy and get the full benefit. Especially as Vichy have a big national press campaign currently running in most women's magazines.

After all, there aren't many heavily advertised ranges from which only you can profit.

For display material or other information call Alan Rundle, Tel. 01-492 0265. 1-11 Hay Hill, London W.1.

VICHY SKIN CARE

dermopharmaceutical preparations.

Available only in chemists.



Helm Assurance Consultants Ltd In Association With The Northern Star Insurance Co. Ltd. Present:-

THE SHOPKEEPERS DEDUCTIBLE

Nowadays, with inflation and lower profit margins, insurance premiums, even for small retail outlets can represent a substantial proportion of the annual overheads. Any savings in premiums are obviously welcomed but these must be obtained constructively. By producing the Shopkeepers Deductible we feel we have brought a completely new approach to Retailers Insurance and introduced substantial flexibility of choice for you.

Q. How does The Deductible Work?

Most people have accepted the principal in motor insurance of paying the first (say) £25 of any claim so they may save a percentage of the premium. The Deductible works in the same way and you, the Insured, choose the amount and the corresponding premium discounts.

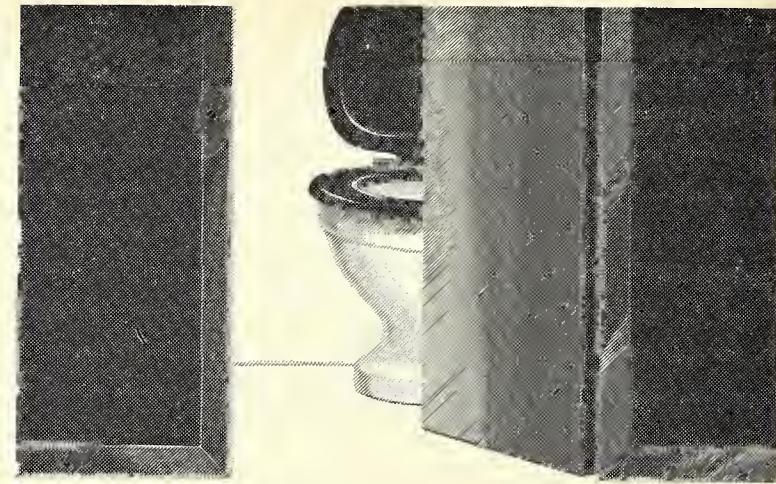
Q. How Much Can I Save?

Underneath, we have published a table showing the complete range of deductibles and their corresponding premium savings.

£ 25 Deduct-12½% Discount.	£300 Deduct-60 % Discount.
£ 50 Deduct-20 % Discount.	£400 Deduct-65 % Discount.
£100 Deduct-35 % Discount.	£500 Deduct-70 % Discount.
£200 Deduct-50 % Discount.	

Q. Can This Insurance Apply To More Than One Shop?

Most certainly. We would be delighted to give you any further information regarding your shop or shops, so why not write or telephone Chris Jordan or Roger Beevers at Helm Assurance Consultants Ltd, Audley House, 10 Margaret Street, London, W1N 7LF. Telephone No: 01-637 3031.



The British Public isn't happy about the seating arrangements in many planes, trains and restaurants.

So we've introduced antiseptic Lavatory Seat Wipes.

Each pack contains 10 bactericide-impregnated tissues in individually sealed foil sachets.

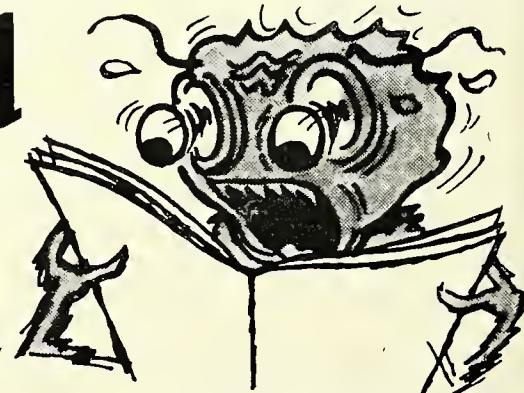
They're non-irritant, non-toxic and non-staining. Among the travelling hygiene-minded British public they will be catching on fast.

SAFESEAT
Lavatory Seat Wipes



POTTER & CLARKE LTD, WARLINGHAM, SURREY.

If insects could read they'd die of fright!



Take a look at these ads. They'll be appearing regularly in the Daily Express, Daily Mail, Daily Mirror and Daily Telegraph. Selling Dethlac with more punch and greater frequency than ever before.

So clean and easy

Dethlac is a lacquer spray (not a space spray). There's no mess. No stickiness. Dethlac quick-dries to a hard film that remains lethal to crawling insects for months. Used outside - around door frames, on steps, under window-sills - it provides a deadly barrier that no ant, cockroach or other crawling insect can cross - and live!

Massed and ready

The insect armies are ready to march. Home owners are being alerted and sold on Dethlac. So stock up now. As long as insects can't read, we've got them licked.



D[→]ETHLAC

Another fine product from De Witt International

SEYMORE ROAD, LONDON E10 7LX TEL: 01-539 3334

COCKROACHES
don't need an invitation to invade your home. Protect your home from these unwelcome visitors. Spray an invisible Dethlac barrier around door frames, window frames, etc. Cockroaches or other crawling insects can cross Dethlac and survive. Dethlac is quick, clean, effective and economical. One spray goes on killing for months! So spray some today.

PLAGUED BY CRAWLING INSECTS?
Spray an invisible barrier around door frames, window frames, etc. An invisible barrier around door frames, window frames, etc. Dethlac is quick, clean, effective and economical. One spray goes on killing for months! So spray some today.

ANTS in your pantry?
Rid your home of ants with Dethlac. Simply spray this invisible barrier around door frames, window sills, etc. No ants, cockroaches or other crawling insects can cross Dethlac and survive. Dethlac is quick, clean, effective and economical. One spray goes on killing for months! So spray some today.

SEE YOUR DE WITT REPRESENTATIVE ABOUT SPECIAL BONUS DEALS!
Dethlac - from larger Boots, branches and other chemists. Another fine product from De Witt International

Company news

Continued from p857

Unichem's £150,000 expansion in the north east

Unichem has moved its Newcastle Branch to new larger premises at Howden Green Industrial Estate, Wallsend, comprising modern offices and 27,000 sq ft warehouses.

Situated on the A1 close to the entrance to the Tyne Tunnel, the branch's 13 van fleet has rapid access to customers both north and south of Newcastle on routes avoiding the congested central areas. Formerly operating from outgrown and outdated premises at Low Friar Street the £150,000 project has been in planning since the organisation acquired the business of Wilkinson & Simpson in March 1974.

The new single storey, purpose-built development has allowed a warehouse layout which is said to be ideal for fast assembly and despatch of orders, and the Wolf computer systems also being installed. Also housed in the new premises is Unichem's manufacturing division which has been provided with modern equipment to enable easy expansion of the range of manufactured products.

New cosmetics factory for Richards and Appleby

Richards and Appleby Ltd were officially welcomed to a town suffering from 16 per cent unemployment, when the MP for Skelmersdale, Mr Michael T. McGuire, cut their ribbon at the custom-built cosmetics factory on the new town estate on June 4.

Mr Denis Healey, Chancellor of the Exchequer, was to have performed the ceremony, but the sterling crisis prevented his leaving London. This was a second disappointment for the company, since Mr Wilson had been scheduled to open the factory before his retirement.

Orders being assembled at Unichem's new warehouse at the Howden Green Industrial Estate, Wallsend, for dispatch to retail pharmacists in the north east of England



Now a wholly-owned subsidiary of Alfred Dunhill Ltd, a company in the Rothmans Group, Richards and Appleby employ 156 factory staff and plan to take on more in the near future.

Making Personality Tabac an all-year round line is their experimental step away from seasonal concentration around Christmas. It is hoped the new premises will be producing both Personality ranges all year in the near future.

Aerosol equipment, which is semi-automatic and allows for very rapid change between sizes and products, enables the company to fill can and bottles themselves at the new site. Their machine capacity is about 1½ million units a year. Blister packing is also carried out.

Dunhill are three times winners of the Queens Award for Industry with 85 per cent of production exported. With the parent company's assistance, Richards and Appleby exported 35 per cent of its turnover in 1975—and aims for 40 per cent this year.

A large concern of Richards and Appleby is the Dunhill range of men's toiletries, which is particularly popular in Japan, Sweden and Italy. Goods are shipped to all parts of the world from Skelmersdale and beside contract manufacturing and packaging the new site produces Nailoid products, Gem dry shampoo, Synogen shampoo, and the ranges mentioned above.

Briefly

Photax (London) Ltd's pretax profits improved from £234,000 in 1974 to £328,000 last year. External turnover for the year, excluding VAT, increased some £0.90m to £3.53m.

International Chemical Company Ltd has taken over operational responsibility for Home Products Italiana (HPI), its sister company based in Milan, which markets a range of pharmaceutical, toiletry and household products. ICC's chairman and managing director, Mr Ronald Gay, has been appointed managing director of HPI.

Reckitt & Colman are expecting another record year next year. Mr A. Mason, chairman, told the company's meeting last month information for the opening months of the current year demonstrated that the group's main operating units were in good shape and were taking full advantage of the better trading conditions.



Appointments

Aladdin Industries Ltd: Mr David M. Bullough has been appointed managing director, and joins the board.

Optrex Ltd have announced the appointment of Mr John C. Lewys-Lloyd as chief accountant and company secretary.

Alberto Culver Co: Mr Philip Luckett has been appointed managing director of the company's UK division. Mr Luckett joined the company in June 1974 as sales and marketing manager.

L'Oreal (Golden Ltd): Mr Franklin Berrebi has recently been appointed general manager, consumer division, L'Oreal UK. He was previously head of marketing for the consumer division in the L'Oreal Paris office, with special responsibilities for European development.

International Chemical Co Ltd: Mr Peter Hinkley takes over the newly-created post of field sales manager; following various assignments he will assume control of the company's sales force. Mr Michael Wood is Northern Region sales manager.

Armour-Dial (GB) Ltd: Mr John Eccles has been appointed national field sales manager. Mr Eccles joined Armour-Dial (GB) Ltd when the company commenced operations in May, 1975, and was previously a sales representative with them. Mr Alan Brown has been appointed sales representative for Scotland and Mr Harry Dixon for Northern Ireland.

Uniclife Ltd: Mr Tony Kavanagh has been appointed marketing director responsible for all the existing brands and becomes a board director of Uniclife and Mrs Barbara Howden Richards becomes director of marketing development with responsibility for developing new brands. Tony Kavanagh has been with Uniclife for two years as marketing manager and Barbara Howden Richards for 2½ years, first as market research manager, later marketing manager for new products.

Mode Consumer Products Ltd: Mr Norman Garrett has been appointed national sales manager with a brief to increase sales of the company's Daffodil and Tufty Tail ranges through national multiples and co-ops. He will also re-organise the sales force and recruit another 26 salesmen—the present force stands at 31—by the end of the year. Mr John White, for the past five years north west area manager, has been appointed national accounts manager.

Market News

Currency uncertainties

London, June 9: The value of the £ against other currencies continues to cause great uncertainties in the commodity markets. For much of the time, it seems, overseas traders are quoting in "hard" currency units such as the US dollar, the West German DM or Swiss franc. With the "yo-yo" performance of the pound the effect on the British buyer is to make him more reluctant than ever to buy forward.

There were many price increases among crude drugs during the week—all due to the pound's diminishing purchasing power abroad. Particularly notable in size was the rise of Peru balsam.

Most of the changes in essential oils were likewise upward, an exception, however, was petitgrain which fell at origin and was adjusted on the spot in sympathy.

Among pharmaceutical chemicals marked up were acetone, acetic and formic acids, isoprenaline hydrochloride and some of the magnesium salts. The new rates are given below.

Pharmaceutical chemicals

Acetarsol: 50-kg lots £10.00 kg.

Acetic acid: 4-ton lots, per metric ton delivered—BPC glacial £242.50; 99.5 per cent £231; 80 per cent grade pure £214.50, technical £200.

Acetone: 5 x 200-litre drums £238 metric ton; 20 drums £223.

Adrenaline: (per g) 1-kg lots base £0.25; acid tartrate £0.20.

Aloin: 50-kg lots £12.90 kg.

Aluminium chloride: Pure 50-kg lots, £0.8248 kg.

Atropine: (per kg in 1-kg lots) Alkaloid £112; methonitrate and methylbromide £102; sulphate £83.50.

Bromides: Crystals £ per metric ton

	Under 50-kg	50-kg	1,000-kg
Ammonium	1,040	885	830
Potassium*	960	810	775
Sodium	940	796	761

* Powder plus £40 kg

Brucine sulphate: £45.00 kg.

Caffeine: Anhydrous £3.30 kg in 100-kg lots; citrate £2.40 kg (50-kg lots).

Calcium carbonate: BP light £125 metric ton.

Calcium gluconate: £1,115 metric ton.

Cantharadin: 100-g lots £0.75 per g.

Carbon tetrachloride: Technical in 4-ton lots £20 metric ton.

Chloral hydrate: 50-kg lots £1.00 kg.

Choline: (500-kg lots) bitartrate £1.99 kg, dihydrogen citrate £1.50.

Citric acid: BP granular hydrous per metric ton.

Single deliveries £581. Anhydrous £624. Five-ton contracts £593 and £638 respectively.

Dextromethorphan: £110 per kg in 5-kg lots.

Formic acid: per metric ton delivered in 4-ton lots, 98 per cent £267; 85 per cent £222.50.

Homatropine: Hydrobromide and methylbromide £65.00 per kg in 1-kg lots.

Hyoscine hydrobromide: £450 per kg.

Hyoscymine: Sulphate £94.00 kg in 100-g lots.

Hypophosphites: £ per kg

	12½-kg	50-kg
Calcium	3.07	2.94
Iron	5.72	5.58
Magnesium	4.87	4.48
Manganese	6.12	5.72
Potassium	4.20	4.06
Sodium	3.48	3.14

Hypophosphorous acid: (50-kg lots) Pure 50 per cent £2,8865 kg; BPC 30 per cent £2,2434.

Iodides: £ per kg :

	under 50-kg	50-kg	250-kg
Potassium*	3.61	3.48	3.46
Sodium	4.71	4.59	—

* For crystals and granules.

Iodine: Resublimed in 250-kg lots £4.90 kg.
Isoprenaline: Hydrochloride £48.00 per kg; sulphate £40.00.
Kaolin: BP natural £109.90 per 1,000 kg; light £114.90 ex-works in minimum 10-ton lots.
Magnesium carbonate: BP per 1,000 kg; heavy £488; light £380.
Magnesium dihydrogen phosphate: Pure £1.5725 kg in 50-kg lots.
Magnesium hydroxide: (metric ton) BPC light £1,070; 28 per cent paste £390.
Magnesium oxide: BP per 1,000 kg heavy £1,304; light £1,070.
Mercurials: Per kg in 50-kg lots; ammoniated £5.70; oxides—red £6.75 and yellow £6.50; perchloride £4.70; subchloride £6.00; iodine £6.20 in 25-kg lots.
Mersalyl: Acid £20.25 per kg.
Penicillin: Potassium, sodium or procaine, sterile, £17.00-£19.00 per 1,000 Mu.

Phosphoric acid: BP sg 1.750, £0.4373 kg in 10-drum lots.
Physostigmine: Salicylate £0.69 per g; sulphate £0.88 100-kg lots.

Pilocarpine: Hydrochloride £174.50 per kg; nitrate £169.50.

Potassium acid tartrate: BPC £650 metric ton, delivered.
Potassium citrate: Granular £669 metric ton as to maker. Premium for powder £12.00.

Potassium hydroxide: Pellets BP 1963 in 50-kg lots £1.309 kg; sticks £4.569; technical flakes £0.4577.
Potassium phosphate: BPC 1949 in 50-kg lots, granular £1.6746 kg; powder £1.4744.

Sodium acid phosphate: BP crystals £0.9613 kg or 50-kg lots.

Sodium benzoate: BP, 500-kg lots, £0.4598 kg.
Sodium bicarbonate: BP £72.04 per 1,000 kg minimum 10-metric-ton lots, delivered UK.

Sodium carbonate: Anhydrous £155 metric ton.
Sodium chloride: Vacuum dried in 10-ton lots £17.70 metric ton, delivered London.

Sodium citrate: From £581 per metric ton as to maker. Premium for powder £12.00.

Sodium fluoride: BP keg in 50-kg lots £1.3071 kg.

Sodium gluconate: Technical £510 metric ton.

Sodium hydroxide: Pellets (BP 1975) in 50-kg lots £0.858 kg; sticks (BP 1958) £3.091 for 50 kg.

Sodium nitrite: BPC 1963 50-kg lots £0.8415 kg.

Sodium potassium tartrate: Granular £797 metric ton.

Sodium sulphate: BP crystals per metric ton £84.60; commercial £31.00.

Sodium sulphite: Crystals £0.161 kg in 50-kg lots.

Sodium thiosulphate: Photo grade £114.70 metric ton; commercial £109.25.

Sorbitol: Powder £398.50 metric ton; syrup £200.

Streptomycin: £20.00 kg base, dihydrostreptomycin £21.00 kg base.

Strychnine: Alkaloid £60.00 per kg; sulphate and hydrochloride £45.00 kg—in 5-10 kg lots.

Sulphquinuoxaline: BVetC in 50-kg lots £8.05 kg; sodium salt £9.10 kg.

Theophylline: Hydrate and anhydrous £3.41 kg in 100-kg lots. Theophylline ethylenediamine £3.66 kg under 50-kg lots.

L-Thyroxine: £1.25 per kg.

Crude drugs

Aloes: Cape £1.05 kg spot; £1.03, cif. Curacao £1.50 spot nominal; no shipment offers.

Balsams: (kg) Canada £12.90; £12.60, cif for shipment; Copaiba: BPC £1.50 spot; £1.55, cif. Peru £6.50 spot; £6.40, cif. Tolu £3.40 spot; £3.30, cif.

Belladonna: (metric ton) Leaves £1,550, cif. Herb £650, cif. Root no offers.

Benzoin: BP £72.00-£73.00 cwt spot; £69.00-£70.00, cif.

Camphor: Natural powder, £4.00 kg, in bond. Synthetic £0.65.

Cardamoms: (per lb, cif) Alleppy green no 1 £3.50; prime seeds £3.50.

Cascara: £850 metric ton spot; £730, cif.

Cherry bark: Spot £680 metric ton; £670, cif.

Cinnamon: (cif) Seychelles bark £345 ton. Ceylon quills 4 O's £0.53 lb.

Cloves: Madagascar £3,450 per ton, cif.

Coriander: Moroccan £245. **Cumin:** Egyptian £500; Turkish £500. **Dill:** Indian £210. **Fennel:** Indian £440; Egyptian £240. **Fenugreek:** £125.

Dandelion: No spot; shipment £0.99 kg, cif nominal.

Ginger: (ton, cif) Cochin £915; Jamaican (spot) £1,000. Nigerian split £480, peeled £595. Sierra Leone £650.

Hydrastis: (kg) £8.90 spot; £8.70, cif.

Ipecacuanha: (kg) Costa Rica £4.20 spot; £4.15, cif.

Jalap: Mexican basis 15 per cent, £1.30, cif.

Kola nuts: Spot nominal; £190 metric ton, cif.

Lemon peel: Unextracted £1,350 metric ton spot; £1,300, cif.

Liquorice root: Chinese £190 metric ton, cif. Russian £245 spot; £235, cif. Block juice £1,130. Spray-dried £1,050.

Lobelia: American £1,010 metric ton spot; £980, cif. Dutch £950; £940, cif.

Menthol: (kg) Brazilian £9.25 spot; £9.20, cif. Chinese £10.00 in bond; shipment £9.75, cif.

Nutmeg: (per ton, fob) West Indian 80's £1,400, unassorted £1,200; defective £1,505.

Nux Vomica: £210 metric ton spot.

Pepper: (ton) Sarawak black £970 spot; £895, cif. White £1,185; shipment £1,090, cif.

Podophyllum: Root £700 metric ton, cif.

Rhubarb: Chinese rounds 60 per cent pinky £1.40 kg.

Seeds: (metric ton, cif) **Anise:** China star forward

£450. **Caraway:** Dutch £365. **Celery:** Indian £405. **Coriander:** Moroccan £250. **Cumin:** Egyptian £500; Turkish £500; Iranian £580. **Dill:** Indian £225. **Fennel:** Indian £425; Egyptian £210. **Fenugreek:** £124. **Senega:** (kg) Canadian £12.50 spot and cif. **Senna:** (kg) Alexandria pods, hp, £1.87, manufacturing, £1.03. Tinnevelly leaves faq No 3, £0.25, faq pods £0.25; hp £0.38. **Styrax:** £3.10 kg spot; shipment £3.00, cif. **Tonquin beans:** Spot £1.10 kg; shipment £1.05, cif (Angostura type). **Turmeric:** Madras finger £250 ton, cif. **Valerian:** Indian root £850 metric ton spot; shipment £830, cif. **Witchhazel leaves:** Spot £2.90 kg; £2.85, cif.

Essential and expressed oils

Almond: Sweet in drum-lots £1.20 kg.

Anise: (kg) £16.50 spot; £16.00, cif.

Bois de rose: (kg) £4.60 spot.

Buchu: South African £155 per kg spot.

Camphor white: £0.85 kg spot; £0.80, cif.

Caraway: Imported £16.00 kg; English £28.00.

Cardamom: English distilled £120 kg.

Cassia: Chinese spot and shipment not quoted.

Cedarwood: Chinese £1.00 kg spot; £1.02, cif.

Celery: English £28.00 kg.

Citronella: Ceylon £1.25 kg spot; £1.19, cif, Java and Chinese £1.50, cif.

Coriander: Imported Russian £19.50 kg spot.

Dill: £15.00 in drum-lots.

Fennel: Spanish sweet £9.00 kg spot.

Geranium: (kg) Bourbon £26.50 spot.

Lavandin: About £5.00 kg.

Lavender spike: £10.00-£11.00 kg spot.

Lemongrass: Spot £4.50 kg; £3.60, cif.

! Indian £22.00; from East Indian £20.00. Imported £7.00-£7.50, cif.

Lemon: Sicilian best grades about £7.20 kg.

Lime: West Indian about £8.60 kg spot.

Mandarin: £8.40 kg.

Olive: Spot ex-wharf, Spanish £1.120 per metric ton in 200-kg drums; Mediterranean origin £1.150; Tunisian £1.170. Subject to EEC levy alterations.

Orange: Florida £0.75 kg; West Indian £0.50.

Origanum: About £12.00 kg.

Palmarosa: No spot; £7.40 kg, cif.

Patchouli: £8.00 kg spot and cif.

Pennyroyal: £11.00 kg to arrive.

Pepper: English distilled ex-black £75.00 kg.

Peppermint: (kg) Arvensis—Brazilian £4.00, spot; £3.80 afloat; £3.95, cif. Chinese £4.00 afloat; shipment not quoted. Piperata American Far West about £19.00 spot.

Petitgrain: £5.00 kg spot; forward £4.70, cif.

Rosemary: £5.75 kg spot.

Sage: Spanish £11.00 kg to arrive.

Sandalwood: Mysore £60.00 kg spot; £52.50, cif.

Brazilian (kg) £2.00 spot; £1.75, cif.

Sassafras: Chinese £2.00 kg spot and cif.

Spearmint: American Far West spot £9.30 kg. Chinese spot unquoted; £7.00 kg, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

Coming events

Monday, June 14

International Hospital Equipment and Health Services Exhibition, Hall No 3, National Exhibition Centre, Birmingham, June 14-17.

Opening hours: June 14 10.30 am to 6 pm; other days 9.30 am to 6 pm. Details from Contemporary Exhibitions Ltd, 21 Park Square East, Regents Park, London NW1 4LH.

Wednesday, June 16

Scottish Department, Pharmaceutical Society, Society's House, 36 York Place, Edinburgh, at 2.30 pm. Annual meeting and debate on "That the powers of the Society in Scotland should not be devolved any further".

Socialist Medical Association, House of Commons, room booked in the name of Mrs Joan Maynard, MP, at 7 pm. Mr Alfred Morris, MP (Joint-Parliamentary Under-secretary of State) on "Services for the disabled".

Advance information

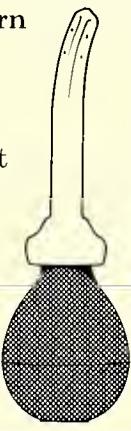
Royal Society of Health. Centenary meeting, "The promotion of health", Hilton Hotel, Park Lane, London W1, November 3, at 10 am (fees from £20). Details from RSH conference department, 13 Grosvenor Place, London SW1X 7EN.

Institute of Packaging: Residential course on "Packaging of pharmaceutical products", White House, University of Sussex, September 19-24; inclusive fee £183. Details from Education and Training Officer, Institute of Packaging, Fountain House, 1A Elm Park, Stanmore, Middlesex.

4 NEW personal health products from Saffron



Saffron pattern
**BREAST
RELIEVER
(NHS)**
New shape for greater comfort and ease of use. Gentle action PVC bulb. Rec.w/s price £0.88

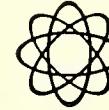


Saffron pattern
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Proceedings

Proceedings under Section 23 of The Patents Act 1949

NOTICE OF INTENTION TO PRESENT A PETITION TO THE COURT

IN THE HIGH COURT OF JUSTICE CHANCERY DIVISION GROUP A

IN THE MATTER OF Letters Patent No. 936,417 dated the 28th day of December 1960 granted to FARBWERKE HOECHST AKTIENGESELLSCHAFT vormals Meister Lucius & Brüning (now called Hoechst Aktiengesellschaft) a body corporate recognised under German Law of Frankfurt (M)-Hoechst, Germany in respect of an invention entitled "Benzene-Sulphonamides and process of preparing them"

AND

IN THE MATTER OF The Patents Act 1949

NOTICE IS HEREBY GIVEN that it is the intention of HOECHST AKTIENGESELLSCHAFT and HOECHST UK LIMITED whose registered office is at Hoechst House, Salisbury Road, Hounslow TW4 6JH to present a Petition to the High Court of Justice, Chancery Division, praying that the term of the above Letters Patent may be extended.

AND NOTICE IS FURTHER GIVEN that on Thursday the 7th day of October 1976 at 10.30 o'clock in the forenoon or so soon thereafter as Counsel may be heard Hoechst Aktiengesellschaft and Hoechst UK Limited intend to apply to the Court for Directions fixing the date of hearing of the Petition and other Directions.

Notices of Opposition to the Petition must be lodged not less than 7 days before the date above mentioned at the Chancery Registrars' Office, Royal Courts of Justice, Strand, London WC2. Documents requiring service upon Hoechst Aktiengesellschaft and Hoechst UK Limited pursuant to the Rules of the Supreme Court, Order 103, may be served at the offices of the Solicitors to the said Petitioners.

Dated this 28th day of May, 1976

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